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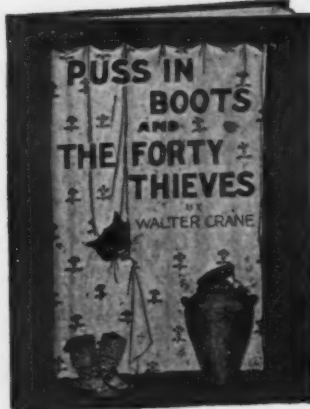
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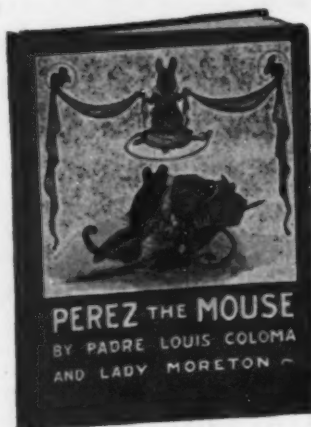
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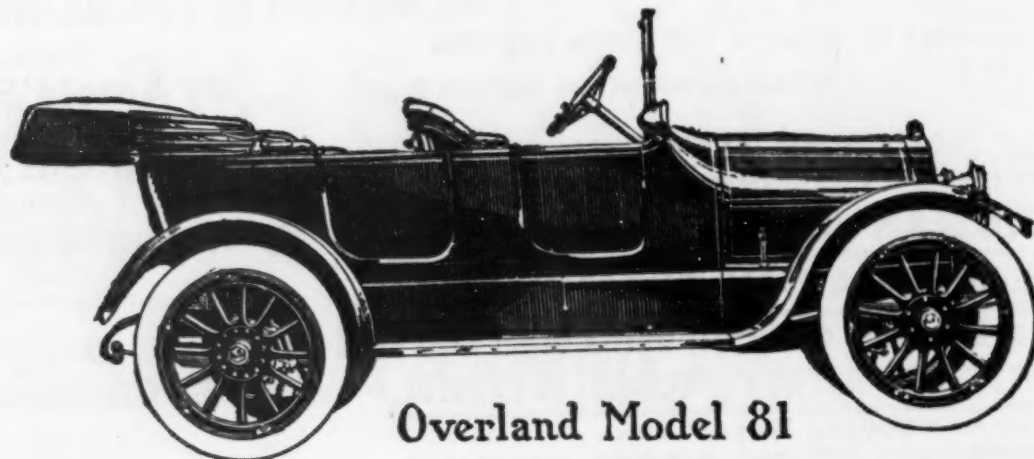
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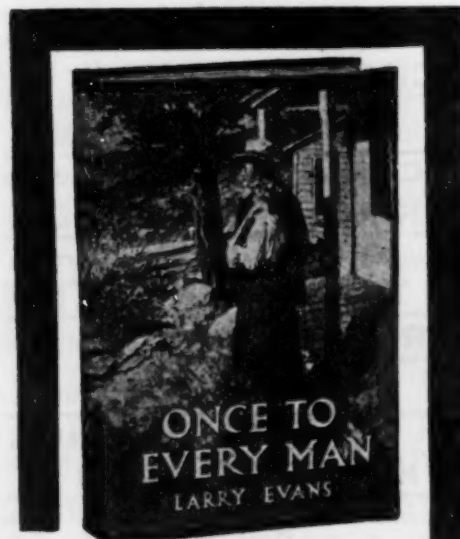
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MAKING BOOK BUYERS.

It is always gratifying to see well-reasoned theories worked out successfully in practice. Some isolated spirits in the mercantile world conceived a generation ago the idea that the retail merchant who went out after business instead of waiting for it to come into his store would reap a rich reward. Some adventurous, ambitious and constitutionally restless souls in trade tried it, and the results were amazing.

About five years ago this idea had begun to penetrate the booktrade, always and perhaps justifiably conservative toward the reception of new ideas. For five years, off and on, the PUBLISHERS' WEEKLY has ventured to preach, sometimes directly, sometimes indirectly, so far as it was able, the same crusade. It believed the average member of the retail trade to be hard-working alert and conscientious; but it did not believe that *all* of them fully realized the rich rewards that awaited the bookseller who spent at least a portion of his time in *creating* new business.

So the PUBLISHERS' WEEKLY has repeatedly advocated circularizing, not publishers' literature, but material bearing the store's own imprint and distributed directly by it; and the WEEKLY's own imprint periodicals were the pioneers in this field. It has believed that selling by the trade rather than by the publisher direct reacted in the long run to the advantage of the publisher as much as the retailer. It has consistently advocated—as witness its editorials two weeks ago—that the bookseller might oftentimes do well to meet the subscription book agent on his own ground, and has prophesied success in any such competition.

The really inspiring thing about Mr. Woods' splendid address last week before the Bookseller's League was that it proves that all these selling theories work out in practice in the book trade just as successfully as they have already in scores of other trades. There has been nothing original perhaps about any of them, except their adaptation to special book trade conditions; Mr. Woods deserves no special credit for originating them, or even for carrying them into successful practice, for, at least in part, other live book stores in various sections of the country, are doing the same. But Mr. Woods deserves every credit for two things: for making this *aggressive* bookselling the keynote and cardinal principle of the whole retail policy of his store; and for taking of his valuable time for missionary work in telling the doubting Thomases of the trade how vitally important and magnificently justified such a method of bookselling is! It is one of the duties of a trade periodical to do missionary work; but any member of the trade who gives of his time and energy gratuitously merely "for the sake of the cause" deserves its heartiest thanks.

Elsewhere in this issue of the WEEKLY we reprint a restatement, in fiction form, of these same aggressive principles for "making" book buyers. Mr. Woolley again says nothing new, but he has the faculty of saying the old thing in a new way that ingratiates it into the understanding. Constant bringing together of the prospective buyer and the suitable book is bound to produce sales. If this promotion work be done efficiently it is bound to be profitable.

We reprint elsewhere the spirited appeal of the English book trade papers for immediate aid to our stricken brothers in the trade in Belgium and northern France. We in our secure homes can realize only faintly the horrors of devastation and suffering wrought by the terrible war which has so sorely smitten these two countries. But what little we do get at this distance is *so* distressing that it awakens our sincerest pity and sympathy. Thousands of dollars have been already subscribed to American Red Cross funds, and, though the sums raised seem but a drop in the bucket when an entire nation is facing homelessness and starvation, our little mite of help may save literally thousands of lives. The English *Publishers' Circular* makes the pertinent suggestion that the English book trade make it

self particularly responsible for the succor of the helpless women and children dependents of the Belgian book trade. The idea is an admirable one: the international business tie is often an intimate and personal one, and it is evident that if every trade body of neutral nations endeavor to take care of the suffering of its own trade the entire problem would be largely solved. Undoubtedly many publishers and booksellers here have already contributed to one or another of the various relief funds. Would it not be a good plan for those who have not to establish an American book trade fund, to be administered under Red Cross auspices or otherwise as seems best, for book trade sufferers, both of Belgium and of the other countries at war. The PUBLISHERS' WEEKLY will be glad to do its part toward the formation of such a fund, or, if desired, towards its collection and administration.

THE editor of the English *Bookseller* sounds a note of warning in the last issue of that paper. "It may be," he says, "that the number of war-books included in the autumn lists, formidably large as it is, will not prove in excess of the public requirements; but there seems some reason to doubt whether it is altogether a wise policy which accords to books of this class such marked predominance in all the publishers' announcements, seeing how extremely desirable it is that people should be encouraged to maintain, in face of the powerful distraction of the war, their interest in general literature. Since there is no fear that books in any way relating to the great struggle of the nations will be overlooked or neglected, would it not be advantageous to lay the chief advertising stress upon attractive works of other kinds? It is surely a mistake to give implied countenance to the idea that people are hardly expected, this autumn, to take more than a minor interest in any books other than those which are in some way concerned with the war."

UNDERWORKED OPPORTUNITIES.

II.—HIDDEN CUSTOMERS.

'I WAS forty-six years old before I went into the retail book business, and I undertook it then only as a last resort. I had never been in business for myself, but had worked in a salaried capacity for a large food-product concern—which failed and let me out. At my age, nobody else wanted me.

I started the little bookstore after four months of fruitless search for work. If I were to make a living at all, it looked as if it must be on my own account. I liked books,

and the business appealed to me. However, I got small comfort.

"Better go throw your money in the lake!" one of my friends advised. "You can't sell enough books in this town to make it go—look at Barclay!"

Barclay was the owner of the only other bookstore in the city, and he filled it with stationery and various notions. On the face of this, the prospect was not good.

Our town of Waverly Falls had 26,000 people, most of them of the middle class, with a good scattering of wealth. My grandfather, John Treat, had been principal of our academy, and my father, also John Treat, had clerked in stores, held minor political offices, and made a living one way or another. I, the third of the name, had distinguished myself even less. I had lived in a rut.

My impulse to start a bookstore came from reading some articles in a commercial magazine, not on the subject of books, but on developing markets in general. So now that I had my little bookstore, I was wide awake to the proposition that I couldn't sit down and wait for customers to come, as so many retail merchants do. Furthermore, I believed I was embarked in a field that had scarcely been touched in Waverly Falls. The chief problem lay in developing my markets.

Practically all my savings, \$2,000, went into the enterprise, and even then I was very much restricted. It was along in the fall when I started, and my underlying plan was to bring about what I called a "Book Christmas" in Waverly. Following out suggestions I had absorbed in the commercial articles, I first procured a list of 1,000 men and women, carefully selected, and made up my mind to concentrate on them as a nucleus. Just for a guess, I set my possible sales for these people at an average of \$5 each for the Christmas season.

Barclay, who thought he had an inalienable right to all the book trade in Waverly, called me a fool for starting a bookstore.

"It's the worst business on earth!" he declared. "You'll lose your money, and you deserve to lose it."

This frightened me some; but it caused me to hustle all the more. The first thing I did was to have some small bills printed, and one moonlight night I went out myself and stuck several hundred of them on fences, curbs and sheds. They bore three words:

"Treat's Book Christmas."

Considerable curiosity was aroused by this. The townspeople and the farmers coming into town along the roads where I had stuck my posters, began to ask:

"What is Treat's Book Christmas?"

Then I arranged with Sam Walters, a Waverly furniture dealer, for an exchange of window displays. In his windows we set up a "girl's room at home," and in mine a "boy's room at home." We featured furniture and books. All the books displayed were listed in large, readable lettering on cardboard, under the title, "Group 1, Treat's Christmas Books." As the season progressed, I expanded this idea, so that at various times I had representation in the windows of twenty stores.

I had resolved at the beginning to spend at least half of each day in outside selling. Perhaps my plans in this direction were due to the fact that I was so green in the book business, and so filled up with the methods by which other lines of business had won success. The traditions of the retail book business are all against aggressive salesmanship. With a tremendous market capable of development at their doors, few booksellers go out after it. I did.

My wife helped me in the store, and I called on most of my 1,000 listed prospects. "Why not books for Christmas?" I asked them. "Gifts had to be bought, anyway, and books did the most good, lasted for generations, and carried the name of the donor and a permanent sentimental value.

It was not all easy sailing, but, fortified with my "book groups," I sold hundreds of books, including sets, dictionaries, bibles, works of reference, biographies, and a large number of juveniles. I don't hesitate to say that if booksellers generally went out like this after trade, the sales of books would easily be tripled in a year. The same thing would apply to many other sorts of goods, too.

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"Ready-made Christmas selections of books, any number, to fit any needs. Your Christmas problems solved for you in five minutes."

But it was my personal digging for business, and the holiday service I offered people at their very doors, that really put the thing over and made Treat's Christmas a success. I actually exceeded my goal of \$5 each for 1,000 customers, though this average was brought about by some large sales to rich families, and the sale of a library to a club. But this business I never would have got if I had sat down in my store.

After Christmas there was a sudden drop in sales, and I had crowded books so hard that I was tempted to let up for a time. But I have learned since that a merchant should never let up if he wants to grow. It is the sustained effort, not the spasms of industry, that bring the cumulative results.

So after a little I got busy again. I was convinced now that a great market really did surround me, and I made the resolve to double, at least, the absorption of books in Waverly Falls and vicinity that year. As a matter of fact, it had been ridiculously small. Probably it hadn't averaged fifty cents per capita—judging from Barclay's trade. A few people had bought most of the books, while the great majority didn't have the habit at all. They depended on the public library, or did not read.

I saw that my lead was to develop the book buying habit. Along in February, after discussing the project with some publishers, I made up a group of books that I called "Winter Night Adventures." Then I had my store

boy deliver these books at selected homes, with a printed card:

"This book costs less than it would cost one person to go to the theater, and will entertain many people over a period of lifetime. Read it, and if you don't want to keep it, send it back within a week."

When Spring came, I had some "Rainy Night Books." Later, some "Hammock Books." About sixty per cent. of the books I sent out in this way were retained and paid for. I had some losses through damage, but the direct trade I got from this kind of advertising was valuable. I learned that I could sell almost any kind of detective story to some men and women; that others wanted love stories; others, sea tales; and so on. During the year I sold hundreds of miscellaneous books through the personal contact I got with people in this way. For instance, I found a market for eleven sets of the complete works of a prominent public man. Why hadn't Barclay sold those sets? Simply because he hadn't tried.

One day a little girl came into the store and asked for a book appropriate for a wedding gift. I had never heard of books for weddings, but I made up my mind thereafter to go out for some of that trade. As the weddings came along, I got out and solicited business, and in this way I sold many expensive sets, and occasionally quite a little library. Sam Walters and I were in a sort of conspiracy to help each other. He crowded bookcases hard, and I books. One time the general manager of a local factory was married and the office men made him a gift of a bookcase completely filled with standard works and novels. Sam and I worked that sale together—and many another! He tipped me off on partly filled bookcases, and I tipped him off as to bookcase needs. Prosperous young couples, especially, don't like to see yawning spaces on their bookshelves. In such cases I rarely failed to sell one or more of my book groups.

It was Sam, too, who originated a campaign on children's book cases, and on this he and I locked arms and put through a good many selling schemes. We had some prizes for the best juvenile libraries, for boys and for girls.

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Every child has a birthday, and so does every parent. After various experiments, I came to the conclusion that personal work offered the best means of getting into that market. I organized several groups of boys and of girls and sent them out, on a commission basis, to get orders for birthday books.

The first year, I sold some 600 books in this way, and I increased this afterward. My boys and girls worked from lists of names, and they uncovered new customers constantly. I am sure there is not a child or parent among all the available people in the land who doesn't want some particular book. And usually there is somebody willing to give that book, if only you can find out who it is. In fact, many people thanked me—and do yet—for suggesting the easy and best way out of a troublesome little problem.

I found, for one thing, that a large number of women wanted books on social forms, cook books, the novels of certain writers, or bibles, prayer-books and hymnals. Of course, most of my boy and girl workers made only occasional sales, but now and then I secured a real salesman. One boy, who wanted to go to college, brought in fifteen birthday bible orders at one time. In one month he sold thirty-two popular novels and more than twenty juveniles.

During a severe scarlet fever epidemic I featured a book on nursing and sold 300 copies. This I accomplished through the exchange of window displays, through personal talks with customers in the store, and—more than all else—through telephone talks with the mothers of the stricken children. I had the best of selling arguments: "Don't blunder away the life of your child."

One day a young woman came into my store in a great hurry, asked me for a good juvenile, and hastened away with it after explaining that she had a train to catch and wanted a "souvenir" book for her small son. "I'm making a collection for him from different towns," she said.

The idea hit me and I started a campaign on books as souvenirs. When visitors come to town I get names from the social columns and send out special suggestions. I sell a good many books that way. "Take home a book," I say. "It's better than a spoon. A book from every city you visit, with the name of the town and the date written in it, will go to make up a wonderfully interesting collection." I often get orders by 'phone, in response—and I get incidental advertising.

Gradually, I expanded my plan of sending books on trial, and I do this right along with books for souvenirs. Not long ago a woman called me up. "I'll keep that book," she said, "and I want five more juveniles—a souvenir to take home to each of my nephews and nieces."

Thus it goes. I'm always looking for leads, and I employ a young woman continuously on outside salesmanship. I think the reason for hard times with many merchants lies in the fact that they work in the store alone, while the markets lie mainly outside.

I have given you just a glimpse of my business, but enough, perhaps, to indicate why my sales last year were \$35,000, bringing me a net profit of \$2,500.

Practically all of this I dug out of soil that had never been plowed before. And I've carried Barclay along with me, in some measure. He's doing more business than he ever did.

For a man who was down and out at 46, this isn't so bad.—EDWARD MOTT WOOLLEY, in a recent issue of the "American Sunday Monthly Magazine."

BRITISH HELP FOR THE FRENCH AND BELGIAN BOOK TRADE.

The English *Publishers' Circular*, in its issue of October 3d, says:

"In our issue of September 12th we suggested that the British book trade should start a fund in aid of distressed members of our friends in the French and Belgian book trade. As we said then:

"We are fighting now; we are helping France, Belgium and Russia with all our power on sea and land, and we shall continue to do so until this nightmare of German militarism is no more; this leaves us less power than we should otherwise have to help financially, for all of us are feeling the effect of this titanic struggle only so recently begun.

"All the same we must picture to ourselves the infinitely worst plight of our French and Belgian friends in the book trade. War in its most horrible form is raging in their midst, and we feel certain that the Publishers' Association of Great Britain and Ireland and the Associated Booksellers of the United Kingdom will, through their councils, set on foot a scheme for the establishment of a fund to be used towards the relief of our French and Belgian confrères.

"The *Publishers' Circular and Booksellers' Record* has already felt severely the withdrawal of advertisements—it was inevitable—but we shall willingly give ten guineas towards any fund started by our trade to help our French and Belgian friends, and if we can do more later on we shall do more and be delighted to do so."

"We are glad to be able to say that the matter will be brought up at the next meeting of our Book Trade Associations, the presidents of both having promised to bring it forward.

"Of course, we are well aware that this terrific War is injuring our own trade seriously. All the same, as we have said before, the Belgians especially have a moral claim on us which transcends all others, and we do most earnestly hope that our British trade, both officially and unofficially, will proffer such assistance as it may be possible to give. It is not merely the material assistance which will do good; the moral effect of it will be far greater.

"We are glad to see that our contemporary, *The Bookseller*, takes the same view that we do on this matter."

PLAY BROKERS COMBINE.

ELISABETH MARBURY AND JOHN W. RUMSEY, who have each been operating agencies for the selling of plays, recently completed a deal whereby they bought out practically all of the other play-broking businesses in New York and formed a new concern, known as the American Play Company, Inc. The new company has a capital stock of \$800,000, and has absorbed the play agency business of Sel-

wyn & Co., Elisabeth Marbury, and John Rumsey Play Company, the American Play Company, and the De Mille Company.

The new company will not engage in either the production of plays or in their purchase. Miss Marbury, who has been a dramatists' agent for twenty-six years, will continue her representation of authors' interests with special reference to the plays of foreign writers, and will serve in an advisory capacity to Mr. Rumsey, who is the president and general manager of the new concern.

One of the objects of the new company will be to work in conjunction with the Authors' League of America, the Society of American Dramatists and Composers, and Dennis F. O'Brien to secure the passage of a Canadian copyright law that will fully protect the works of all American authors in Canada.

THE PARIS BOOK-TRADE AND THE WAR.

Special Correspondence to the "London Bookseller" and the PUBLISHERS' WEEKLY.

WHEN the dogs of war are let slip from their leash, literature and the fine arts are generally the first to suffer. In the grim earnestness of an invaded country there is no time for listening to soft strains of music, looking at pictures, or reading anything except the newspapers. Even non-combatants who, by reason of age, sex, or infirmity, are exempt from the duty of bearing arms, feel no inclination for books, pictures, or music whilst the tide of invasion is rolling towards them and their loved ones are lying in the trenches with finger on trigger.

In Paris the whole physiognomy of the city was changed in the twinkling of an eye on that eventful Saturday night when the order for mobilization was published. A few dozen white-coated bill-stickers glided through the busy streets, affixed the order to the walls of every public building, and the news that war had been decided on and was certain and inevitable spread through the city with lightning-like rapidity. Every omnibus and tramway, and almost all the cabs, disappeared as if by magic, and the boulevards were filled with surging crowds of youths carrying tri-colour flags and shouting themselves hoarse with cries of "A Berlin." At the theatres the performance was brought to an abrupt conclusion, and the audience dismissed to walk home, or watch the crowds on the boulevards. Within the next twenty-four hours thousands of young men had been sent towards the frontier, and thousands of others followed them every day during the next three weeks.

With the population of the city reduced by almost exactly one-third—and that third consisting mainly of able-bodied men—its vitality was, of course, considerably lessened. Paris was proclaimed in a state of siege; all cafés were closed at 8 p.m., but restaurants might remain open till 9.30 p.m. All places of entertainment were closed, but a few cinemas have since re-opened, and even one or two music-halls have ventured, within the last few days, to give a mild sort of performance, consisting principally of patriotic or sentimental songs

with an incidental low-comedian, or a dance, to break the monotony. This is better than nothing, but does not amount to much, for the artistes are not of the first order and the audiences are scanty and cold.

We have therefore plenty of time for reading—if only we had something to read, for of the making of books there is an end. Military laws are no respecter of persons, and authors, publishers, booksellers, and printers have been hurried to the front. Even the veteran, Anatole France, has asked leave to join the army—despite his seventy years—he being in a pet because an article in which he advocated friendship to the German people, after they had been conquered, did not meet with general approval. The great publishing houses have not closed their doors, and many of the bookshops have not shut up, though they can hardly be said to be open. Maps, with the little flags to mark the position of the contending armies, seem to find a ready sale, but so much secrecy is observed by the military authorities as to the movements of the troops that the coffee-house Cæsars, who wish to astonish their friends by their knowledge of strategy, find themselves heavily handicapped.

This reticence as to military matters also affects the newspapers, which are only allowed to print one edition per day, and insert no war news except that doled out to them by the War Office twice a day. Minor details of bygone battles may be printed, provided that places are only designated by an initial, and even then there is often a big white space in the middle of an article. Whether this is due to the "abhorred shears" of the censor or is a kind of missing-word competition to stimulate curiosity, I will not pretend to fathom.

It would appear that in default of news the public satisfies itself with post-cards. Very many of the shops—more especially those which dealt in articles of luxury—are closed, and in many cases the exterior of these shops has been employed by the vendor of post-cards. He stretches a few strings across the iron shutters, and to these strings affixes by light clips portraits of statesmen and Generals of the Allied nations; military scenes, patriotic pictures, and caricatures, which, as a general rule, are neither clever nor clean, though, of course, there are exceptions. All sorts seem to find ready purchasers, portraits of the King of the Belgians, General Joffre, and "Our Kitchener"—as the French papers call him—being especial favourites. The vendors of these post-cards are often "supers" or utility actors from the minor theatres.

During the early days of the war about two-fifths of the Paris shops were closed; about an equal number (mostly provision shops, for *bouche va toujours*) were open; and somewhere about a fifth were in a half and half condition, with the window not "dressed," and shop used as a dining-room in place of the stuffy back-parlour—but still doing a little business with old customers. The closed shops all bore an inscription (usually on tri-colour paper) that the patron was French, and had joined such a regiment; or "whole staff mobilized," or "father and four sons gone to the

front." A small coal man in the Rue Chubrol scrawled in chalk on the door that he had gone "to give William one on the jaw."

As time wore on, a fair number of the closed shops began to re-open; in some cases, the patron had returned wounded, or had been sent back for some other reason, or had found some relatives who would look after his business during his enforced absence. It is to be feared, however, that in many cases the patron will never come back.

To revert to the question of the book trade in Paris, it may be stated that though business is deplorably bad at the present moment, there are, to my mind, already signs that it will revive to some extent very shortly. It is probably even now better than it is in Berlin, for an English newspaper asserts that German "culture" has not produced one important work since the war began, though the average output is 50,000 books per year. Of Belgian affairs I know nothing, but it is absolutely certain that the booksellers in that plucky, but unfortunate, little country must have suffered far more than their confrères of Paris, and it will be long ere they recover. It would be somewhat premature at present, but when once the war is over—or, at least, when the Germans have been compelled to retire to their own country—it might be suggested that the English book trade should do something for their unlucky Belgian brethren. Perhaps the most suitable form would be a book to which all the leading authors of the day, from the veteran Thomas Hardy downwards, would be glad to contribute. There would be no difficulty in finding publishers who would pay the printer's bill—if there were one—and I fancy that almost every Englishman who can read would be willing to purchase a copy, for the sake of the gallant little nation which sacrificed itself so gloriously, and thus saved France, England, and Russia from the risk of being overcome separately.

In France I do not think we should have any need of extraneous help. There is a wonderful elasticity about the French—they recover as easily as a punching-bag from the most severe blows, and, ere many weeks are over, I hope to see France spring Antæus-like from the earth and once more assume the place in the literature of the world which she has long so worthily filled.

K. VOLTAIRE.

DE LUXE BOOK SALES TRIAL.

THE trial of the agents of the Anglo-American Authors Association, J. J. Farmer, Col. Wm. J. Hartley, and others, in the so-called de luxe book sale frauds, continued all through the week, the defence beginning testimony Wednesday.

Perhaps the most interesting testimony so far given at the trial, from the book trade point of view, was that given Monday by Frederick M. Hopkins, the well-known New York rare book man. He estimated the value of the books sold for \$127,250 at \$9,094.80.

Mr. Hopkins takes a quiet pride in the fact that he has been qualified as a witness at every trial held east of Chicago during the last

seven years in which the value of books has been involved. He passed Wednesday on printing, paper, illustrations, binding and "inlays." Now and then he took up the ethics of the making of books, and now and then digressed to appraise an autograph of Napoleon, a signature of Theodore Roosevelt, or a letter from the pen of Oscar Wilde.

Only two of the books submitted to Mr. Hopkins earned his praise. Oddly, both of these had been sold to Miss Mary A. Watts of Manchester, N. H., who paid \$30,800 for a collection that Mr. Hopkins said was worth \$1,782.75. One of these was an edition of "Pepys's Diary," which brought \$275 at the Hoe sale. The other was an edition of Twain, which Mr. Hopkins approved because it was "untampered with and had no disreputable features."

WILDE AT \$900 WORTH \$90.

At the same time Mr. Hopkins found in the Watts collection an edition of Wilde for which \$900 had been paid, while he held it to be worth \$90. Seventy-six volumes of the British Poets, which sold for \$7,600, he appraised at \$3 apiece. He said he had seen them repeatedly "on the 25-cent tables of bookstores." With an edition of Roosevelt, which sold for \$100 a volume and was appraised at \$8, Miss Watts received a signed picture of the author and a second lieutenant's commission validated by the Colonel when he was President.

"The signed picture," said Mr. Hopkins, "is a print that might be worth 25 cents. The commission is worth possibly \$10, but I doubt if you could get as much as that unless from an enthusiastic admirer. It might be more marketable to a Progressive."

Of the books sold for \$47,500 to Mrs. Emma W. Bird of Salt Lake City, and appraised at \$4,000, Mr. Hopkins said the Oriental Series bore "the earmarks of a fake." The edition of the Arabian Nights sold to her he called "a genuine piece of counterfeiting." The Thackeray bought by Mrs. Marion W. Preston of Weston, Mass., among the \$2,341 worth of books for which she paid \$37,340, Mr. Hopkins found to be "purporting, on an inserted title page, to be the Royal Edition, limited to five volumes." Its "extra" illustrations, he said, could not be bought on the market, because they were not salable.

ANCIENT WOODCUTS CONDEMNED.

Among the books for which Arthur C. Savage of Adair, Ia., paid \$7,800 (value \$594.55) was an "extra illustrated" edition of a Life of Lincoln. An additional volume of MSS. contained a state paper signed by Lincoln which was worth \$30, while all the rest of the letters and autographs were worth only \$14.55.

"The illustrations," added Mr. Hopkins, "are decidedly inferior. Some were even taken from *Harper's Weekly*—woodcuts, you know, of Civil War times. If the book had any artistic value the illustrations would detract from it."

James Evans of Pittsburgh, in paying \$3,900 for books worth \$376.50, also bought a Life of Lincoln. His autographs were worth \$1.95 more than Mr. Savage's. An edition of Wilde

gained \$10 in value because it had a letter by the author inlaid and the letter was complete.

When he came to the books bought by Mrs. Elizabeth S. Moore of Greensburg, Pa., Mr. Hopkins found most to shock his artistic soul.

"These memoirs of Napoleon," he said, "are worth \$10 a volume. The autograph laid in is worth \$25. This is a trade edition of four volumes split up into eight. This 'History of the French Revolution,' by Thiers, was originally a trade edition of five volumes and has been split up into ten.

WHAT A "BAD REPUTATION" IS.

"This engrossed edition of the St. Dunstan Collection has some marginal illustrations of merit and is worth \$50 a volume. But the book has a bad reputation."

"How can a book have a bad reputation?" asked Assistant District-Attorney Roosa.

"It bears the imprint of a publisher in disrepute," said Mr. Hopkins, gravely.

Then Mr. Hopkins looked at a collection of seventy-five volumes purporting to be first editions of Dickens.

"These," said Mr. Hopkins, "are not all first editions, and they are not all of Dickens. Those that aren't firsts are fair English trade editions. The binding detracts from them, because by rebinding the earmarks which establish genuineness are destroyed and the rarer books are put under suspicion.

"The nineteen original parts of 'Pickwick Papers' are here, but they are not all of the first edition. Here are five that bear date of 1837, the year after the 'Papers' appeared."

"How do you determine whether they are first editions?" asked Judge Foster.

"No expert can memorize the formula for determining a first edition of 'Pickwick Papers,'" replied Mr. Hopkins. "It fills printed pages. A lawyer could as easily memorize the United States statutes."

ABOUT PROFITS AND TASTE.

Benjamin C. Bachrach cross-examined Mr. Hopkins, seeking first to establish what constituted a fair margin of profit in the subscription book business.

"What kind of subscription book business do you mean?" asked Mr. Hopkins. "The old line? In the decent days of the subscription book business a sort of general formula was to put 25 per cent. of the selling price into cost; 25 per cent. into gross profit and 25 per cent. into payment of the agent."

"You'll agree, won't you," asked Mr. Bachrach, "that a standard edition of a work will be enhanced in value by putting a handsome binding on it, and putting extra illustrations in it,"

"If it is done with taste."

"What do you mean by taste?"

"We have a vivid illustration right here," Mr. Hopkins answered with a smile, "when you take a pasture scene from New England and use it in a Shakespeare."

Mr. Hopkins was asked no more questions.

Last week Friday in the Federal Court at Boston Samuel Rosenfeld of Chicago was remanded to begin a sentence of six to eight years for obtaining \$87,087 from Mrs.

Mary L. Rogers of that city by the sale to her of so-called editions de luxe. Glenn F. Farmer was remanded at the same time for a sentence of three to five years on the same charge. Rosenfeld and Farmer, whose father, James J. Farmer, is now on trial in New York on indictments in which they also were named, were convicted with James Powers March 26, last. On Sept. 10 the Supreme Court upheld the conviction on appeal. Power was sentenced to two and one-half years.

Judge Foster denied Wednesday the motion to dismiss the indictments against Samuel Warfield and George M. Fisher on the charge of using the mails to defraud in the sale of "rare books," and they with J. J. Farmer and Col. William J. Hartley proceeded to open their defense. Willis M. Cooper, another of the defendants, was freed after the court had directed the jury to acquit him for lack of evidence.

The defense then called Gabriel Weis and George F. Virtue as experts to show that the books which the Anglo-American Authors Association had sold were worth the high prices charged for them.

IMPROVING CONDITIONS IN BUSINESS.

EXPORT figures last week Wednesday for the port of New York reached \$6,105,076, almost double the valuation of the exports of the same day one year ago, and breaking all records of the port. Imports are steadily decreasing. In the first three days of the week the excess of exports over imports amounted to nearly \$4,000,000.

Commenting on the condition of trade and the business of the banks, *Dun's Review* says: "Basic conditions are steadily improving, although considerable contraction in general trade continues. The war has stimulated activity in certain lines, but the volume of distribution, both at wholesale and retail, is reduced as a result in large part of enforced economics and checked enterprise. The protracted warm weather serves also to restrict sales. Bank clearings at the leading cities in the United States exhibit moderate improvement over last week, but the total is still much below normal. The most pronounced contraction, as for some time past, appears at New York City, that center reporting losses of 35.2 and 40.5 per cent., respectively."

Bradstreet's says: "Cross currents in trade and finance, domestic and foreign, give a very irregular appearance to commercial and financial affairs. The war abroad is still the dominating element in the entire situation, and whatever dullness, or, on the other hand, stimulation is visible, takes its rise apparently in the hostilities in Europe. On the favorable side of the picture are to be found the rather better tone of financial matters, caused by international efforts to bring about a resumption of normal conditions in the exchange market, the cotton export situation, and the reopening of the stock market. Money affairs have unquestionably shown easing, foreign exchange rates are lower, and commercial paper is selling more freely.

DANISH PUBLISHER HERE.

JOHN MARTIN, head of the Danish publishing house of his name in Copenhagen, arrived in New York early in the week by the Scandinavian-American line, to arrange with American authors of the best sellers for the publication in Danish of their novels. Mr. Martin says the Danes are fond of books truthfully portraying American life.

Business in Denmark, Mr. Martin says, has been about fifteen per cent. better than it is usually at this period of the year. The improvement is due to the war.

OBITUARY NOTES.

THE death of Thomas D. Porcher, of St. Louis, was noted in the PUBLISHERS' WEEKLY for October 17. The last issue of the *Grand-Leader Bulletin*, the house organ of the Stix, Baer & Fuller Company, has an appreciation of Mr. Porcher by Mr. Sidney R. Baer. Mr. Porcher was so well known in the trade that Mr. Baer's words deserve quotation:

"Thomas D. Porcher became associated with the Stix, Baer & Fuller Dry Goods Co. in the spring of 1897, having previously managed the book department of Crawford Dry Goods Co. During the eighteen years which followed he made our Book Department renowned from coast to coast. Individually, also, he was much sought for by patrons of his department, as he had a faculty of drawing people there by his own personality. Every purchaser deemed it an advantage to have Mr. Porcher wait on him, and to receive the benefit of his advice, for he was recognized as an authority on literature.

"Personally, as I said above, Mr. Porcher was of a very reticent nature. Interested as he was with his work, he did not mingle with outside affairs. Within his sphere, however, few men could have received more love and admiration than he did from his people. He was described to me by one of his employees as a father rather than an employer; as a man who never lost his patience or said a cross word.

"A graduate of Swanee University, the man carried away from his Alma Mater an intense love for books and learning, and as so many of those in his profession, a disregard for his personal appearance. As Samuel Johnson was a type in his large world, with his slovenly manners, Mr. Porcher was characterized by his clothes and the same black bow tie that was always with him.

"A description of the man by a former customer will best tell how he was looked upon: 'For years I have been more than a customer in your book department. That department has been one of my lounging and resting places, and I have been drawn there almost daily during my lunch hour by the personality of Mr. Porcher. He was much more than a salesman or the head of his department. He was informed on all public literary questions; he announced his views without fear of and without, in fact, alienating his customers. He created an atmosphere of geniality and appreciation, and each time

sent his customers away with the feeling that they had incurred an intangible debt on account of his affability and courtesy. In this way he built up a tradition of extraordinarily intelligent business intercourse which so many other buyers fail to do by their individual efforts.'

"Mr. Porcher died September 19th. He leaves a wife and son with whom we deeply sympathize. Needless to say, his death is a great loss not only to his friends and relatives, but to the store in which he spent the best years of his life."

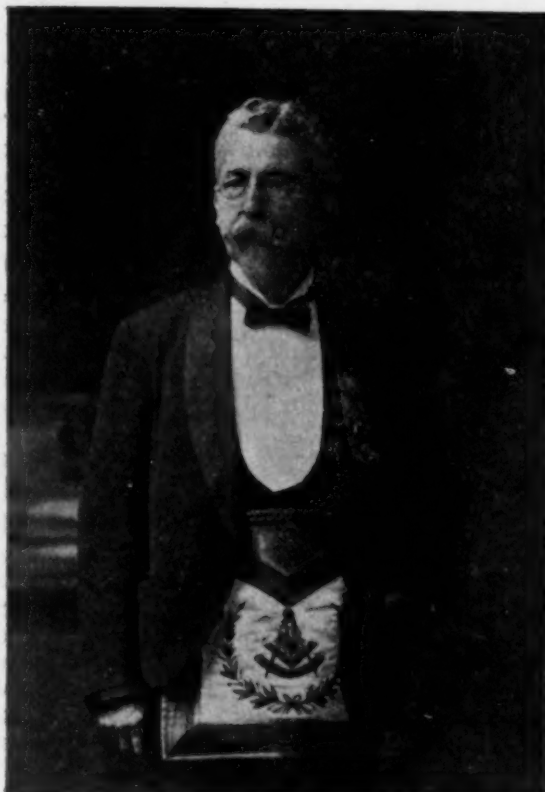
GEN. BRAYTON IVES, ex-president of the New York Stock Exchange and formerly president of the Northern Pacific Railroad and many other large corporations, died, Oct. 22, at his country home at Ossining, N. Y. He was a director and officer of many railroads and manufacturing corporations; his interest to the book trade, however, lay in the fact that he was for many years a sincere lover and a generous collector of rare books. At one time his library numbered 6,000 volumes, including a collection of incunabula probably unrivaled in this country or—in private hands—in the world. He had the Gutenberg Bible, a Latin lexicon of 1460, the first book of arithmetic ever printed, the first Euclid, a first "Illiad," "Odyssey," Virgil, St. Augustine, Cæsar and Plutarch's "Lives"; the Pembroke missal, one of the finest manuscripts in the country. His collection of Americana was also noteworthy. One of the outstanding events in the history of the booktrade was the sale of these books, which took place in March, 1891. The collection was the result of twenty years' painstaking accumulation, each item having been selected with judgment and taste. The Americana included the only complete set known of "Champlain's Voyages" and a remarkable collection of manuscripts relating to Columbus. These manuscripts were secured at the sale by Dodd, Mead & Co., who also bought a copy of the Kilmarnock Burns at \$430—a price which to-day seems anything but large. It is interesting to note some of the prices obtained, many of which were considered good at the time, although on the entire sale Mr. Ives was said to have lost \$40,000. The Gutenberg Bible brought \$14,800; the first folio Shakespeare, \$4,200 (a record); Shelley's "Queen Mab," first edition in boards, uncut, brought only \$190; "The Book of Mormon," \$35; the Balbus, \$1,700; a quarto "Romeo and Juliet" (about 1609) went for \$535. General Ives was a member of six clubs, including the Grolier.

FREDERICK E. HAFELY.

Frederick E. Hafely, widely known in the trade for more than forty years, died suddenly on October 27th.

Mr. Hafely was born in New York in 1848 of German-Swiss parents. When very young he entered the employ of the then newly established American branch of George Routledge & Sons. Later he found employment with the firm of Pott & Amory, Church publishers and booksellers, who became the agents here for the Eyre & Spottiswood's line of

Bibles and Prayer Books. As representative of this house he covered in his time all the important cities and formed a wide circle of trade friends throughout the United States. He also made many business trips to England, from whence came the great bulk of their publications. He remained with this house for forty years, through the several changes of name, Pott & Amory, Pott, Young & Co., and E. & J. B. Young & Co., being vice-president of the last mentioned corporation for several years previous to its amalgamation with Thomas Nelson & Sons, which occurred in 1903. He continued his connection with the Nelson house for a short time only,



FREDERICK E. HAFELY
1848—1914

after which he inaugurated the American agency for Hills & Co., Ltd., of London, which in 1905 was incorporated under the name of the Hills & Hafely Co. He spent six active years in building up the sale of this line of greeting cards and booklets. In 1911 he severed his connection with the house to associate himself with the newly organized American branch of W. N. Sharpe Co., English art publishers, of which corporation he was vice-president at the time of his death.

"Fred" Hafely was all his life an enthusiastic worker, as well as a close devotee of business detail, and while strong in his likes and dislikes, he was always loyal to his friends and his ideals. He was almost the last of the famous group of commercial travelers, the pioneers of the publisher in search of business, that flourished in the 'seventies and 'eighties.

Mr. Hafely's wife, whom he married thirty-five years ago, died ten years later. He is survived by a son, F. E. Hafely, Jr., Secretary and Treasurer of the W. N. Sharpe Co., a daughter, and a brother, A. C. Hafely, who was a member of the firm of Koch, Sons & Co., and is now retired. He was a member of high rank in the Masonic order and a regular attendant at the gatherings of the Booksellers' League.

It is with deep sorrow that we record the death "killed at the front" of our business representative in Paris, Mons. J. Terquem, who in several visits to America before and since his father's death, had endeared himself to many American friends in the book trade and among librarians. In the first month of the war, the Terquem establishment in Paris had on his shop doors a placard to the effect that it was closed because M. Terquem and so many employees were at the front—and now comes the word of the loss of his life in service for his country and probably the permanent closing of the establishment. To his widowed mother, under whose care the business had been carried on after the death of her husband until the son had trained himself to take charge, a special sympathy must go forth in her bereavement.

COMMUNICATIONS.

ADVANCE ROYALTIES—A STATEMENT FROM THE PAGE COMPANY.

Boston, Oct. 28, 1914.

Editor *The Publishers' Weekly*:

We wish to correct an error in your article of October 24th regarding the controversy between us and Mr. Burton E. Stevenson, which bears your heading "Advance Royalties Not Applicable to Back Royalties."

You state that "In this opinion the courts seem to have generally concurred, for after the suit had been entered The Page Company paid the entire sum demanded, together with interest and costs."

This is a mis-statement of fact. The controversy was in no way reviewed by the courts, and, as far as we know, was not even entered. The amount involved was very small, about \$100.00, and, in any event, would have been payable shortly, according to our understanding, so that rather than have the annoyance and expense of litigation over such a trifling matter, The Page Company paid the demand voluntarily. If the amount involved had been of consequence we would have tested our contracts with Mr. Stevenson in the courts.

THE PAGE COMPANY.

L. Coues Page, President.

COPYRIGHT NOTES.

PROTECTION OF GERMAN COPYRIGHT.

THE president of the British Publishers' Association has sent out the following letter, which reflects the British regard for honorable contractual obligations in time of war. British publishers, in other words, do not look upon the Berne-Berlin convention as merely

"a scrap of paper." Mr. Blackwood says:

"Sir—A large number of German copyright works are being offered to publishers at the present time for translation. In many cases the would-be translators have obtained no permission or transfer of rights from the authors of these books, and it is of course impossible to do so in existing circumstances.

"To take advantage of this state of affairs in order to appropriate the property of others would, in the opinion of this association, not only be a breach of the Berne Convention, but would also do discredit to a nation which is now fighting for the maintenance of honorable obligations.

"May I express the hope that every publisher in Great Britain and Ireland who is approached in this way will refuse to publish works the translation rights of which have not been duly assigned."

PERIODICAL NOTES.

THE *St. Nicholas Magazine* promises, during 1915, to make a special feature of practical mechanics for boys.

RICHARD LE GALLIENNE has severed his connection with *The International Magazine* as contributing editor, not desiring, he says, to appear as an upholder of G. S. Viereck's pro-German propaganda.

WITH ITS NOVEMBER issue, the *Smart Set* passes under the editorial direction of George Jean Nathan and H. L. Mencken, previously known as critical contributors. Important among the announcements of the new administration is the notice that the magazine is done with the "Eternal Triangle," and that it wants no stories so bad as to require worse pictures to help them out.

Life is in receipt of the following communication from the editor of *Jugend*, the German humorous weekly: "Honorable Sirs—In your number of August 27 you had an article with the heading, 'Back to Barbarism.' You identify yourself with the Honorable Mr. Grey and his accomplices. We request that in the future you do not send us your paper any more, and we shall also cease to forward *Jugend* to you. The rest you may settle with your conscience.

LITERARY AND TRADE NOTES.

RAND, McNALLY & Co. will publish Percival J. Cooney's "The Dons of the Old Pueblo" on November 6.

WHATEVER THE EFFECT of the war upon other lines, Bible and religious book publishers announce that their sales are unusually good.

HOUGHTON MIFFLIN Co. announce "Meditations on Votes for Women," a "conservative view of equal suffrage," by Samuel McChord Crothers.

EXIT "MADE-IN-GERMANY" TOY BOOKS. The American News Co. announces that its new line of Cut-Out Toy Books are "published in Scotland."

THE PAGE Co. announces "California, Romantic and Beautiful," by George Wharton James, a new volume in the "See America First Series."

THE MACMILLAN Co. published yesterday "The Demi-Gods," a novel by James Stephens which is said to be written in much the same style as his delightful Irish fantasy, "The Crock of Gold."

NICHOLAS VACHEL LINDSAY, author of "The Congo," "General William Booth Enters Into Heaven," and other poems, is in New York for a fortnight. During his stay he will give several readings from his poems.

IAN HAY, the young Scotch author, whose latest novel, "A Knight on Wheels," has just been published in this country, has joined the Tenth Battalion of Argyll and Sutherland Highlanders, a kilted regiment.

MANY HIGH SCHOOL AND COLLEGE STUDENTS would welcome E. P. Dutton & Co.'s "Everyman's Encyclopedia" for Christmas. It is a handy little twelve volume encyclopedia for the student—or for anyone else, for that matter—to have on his desk as he works.

THREE NEW "OXFORD PAMPHLETS" are ready this week: "French Policy Since 1871"; "Serbia and the Serbs"; and "Nietzsche and Treitschke, or the Worship of Power in Modern Germany." The Oxford University Press also announces "Harvard," the third volume in the interesting "American College and University Series."

BOBBS-MERRILL have just published "The River," an American love story by Ednah Aiken dealing with American characters in that most characteristic of American settings, the rough reclamation work of the arid lands of our western states. Against the tumultuous background of the all but untamable Colorado River are set two men opposed one to the other, a scheming wife and a young girl.

TREITSCHKE has been called "the Bible of modern Germany." He was one of the early high priests of Germany's amazing worship of power. Bernhardt's "Germany and the Next War," is shot through and through with his philosophy of history. It is, therefore, most opportune that Frederic A. Stokes should at this time announce publication (about Nov. 15) of "Treitschke: Selections from Lectures on Politics," translated by A. A. Gowans.

WHEN A MAN like Albert Bushnell Hart, professor of the science of government at Harvard, writes on "The War in Europe," the book is apt to contain some matter worthy of the attention of American readers. In his book, just published by Appleton, he discusses the causes and progress of the war, its effect upon America both for good and evil, the possibility of neutral nations becoming involved, as well as making certain pertinent observations about the American army and navy.

AN IMPORTANT BOOK that will appeal to book buyers interested in the drama has just been

published by John Lane. H. K. Moderwell's "The Theatre of To-day" describes the new forces that have entered into theatrical production in Europe and America in the last ten years. With the help of many illustrations, it takes up new methods of scene designing, new stage equipment, new styles of theatre architecture, etc. In another set of chapters are descriptions of the work of the principal dramatists of Europe and America during the last ten years—what they are accomplishing artistically and in point of ideas.

READERS OF Robert W. Service's virile poems of Alaska will doubtless be interested to know that Dodd, Mead will publish within a month or so "The Pretender," a novel by Service dealing not with the frozen land "where the mountains are nameless and the rivers all run God knows where" but with the Latin Quarter of Paris. It is a love story of a brilliant young author who finds himself while still on the sunny side of thirty healthy, wealthy and wise enough to feel dissatisfied with his remarkable popularity. Plunging into the obscurity of the Latin Quarter and working there under an assumed name, he meets *her* and the story goes on to tell of their married life and of his change from literary artist to literary mechanic.

A DISTINCTLY NOVEL book-advertising campaign has been started by the H. K. Fly Co. in the form of an offer of a 1915 Overland automobile to the bookseller making the best window or stand display of "Once to Every Man" and "The Long Chance." The Fly Co. offers to furnish colored posters and various advertising material for use in the display, though, of course, the bookseller may use any device of his own invention. Those competing are to send in mounted photographs measuring not less than 5 x 7 inches on or before January 15, 1915, and these photographs will be judged by the managing editor of the PUBLISHERS' WEEKLY, the managing editor of the *Bookseller, Newsdealer and Stationer*, and the circulation manager of *The Pictorial Review*. Complete details of the competition can be had upon application to the H. K. Fly Co.

KIPLING'S POEMS reek with native Indian words and flitting allusions that occasionally defy the lore of even the fondest Kiplomaniac, for the author of the "Ballad of East and West" has made "Extended observation of the ways and works of man, From the Four-mile Radius roughly to the plains of Hindustan." Ralph Durand has written with the personal help of Mr. Kipling "A Handbook to the Poetry of Rudyard Kipling," a new Doubleday, Page book which should prove a valuable supplement to every Kipling library. Not only is the work a glossary of puzzling expressions, but it includes short biographical notices of certain obscure characters such as "Gholam Hyder, the Red Chief," reference to the right of *johar*, an explanation of the personal interest that attaches to "The Rhyme of the Three Captains"—in fact it is full of interest and information for the lover of Kipling.

BUSINESS NOTES.

NEW YORK CITY.—Freud & Co., booksellers, located at 1777 Broadway, are offering a twenty per cent. settlement.

NEW YORK CITY.—The Variety, Inc., concern has incorporated, to do a publishing and printing business, with a capital stock of \$100,000. The incorporators are L. Silverman, J. Robert Rubin and J. J. O'Connor, of 162 West Forty-eighth Street.

AUCTION SALES.

Nov. 10, AT 10:30 A. M. (One session) Catalogue of a collection of books on old English silver, precious stones [etc.] forced by Montague Howard, of New York. (No. 581; 252 lots.)—*Merwin*.

BIBLIOGRAPHICAL NOTES.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

Aldine Book Co., Brooklyn, N. Y., 295 9th St. Catalogue of Americana, local history (Part I, Alabama-Maryland). (No. 6; 812 titles.)

Edward Baker, Birmingham, Eng., 14-16 John Bright St. Catalogue: Books of all descriptions. (No. 339; 837 titles.)

—Catalogue: Miscellaneous books. (No. 340; 116 titles.)

N. J. Bartlett & Co., Boston, Mass., No. 28 Cornhill. Book catalogue (No. 61; 586 titles).

Arthur H. Clark Co., Cleveland, O., Caxton Bldg. Catalogue: Books relating to the Civil War. (No. 48; 1849 titles.)

R. W. P. De Vries, Amsterdam, Singel 146. Bulletin de livres anciens et modernes. (No. 20; 7005-8084 titles.)

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A powerful argument against war with an epilogue that loftily visions the dawn of peace. Tells in narrative verse form of the Balkan War and its meaning to the peasant soldiers who were hurried to the front dumbly, blindly to meet death.

RADA; a drama of war in one act. By Alfr. Noyes. 31p.port.12mo. Stokes. 60c.n.

A Christmas tragedy of the Balkans, being a plea for "Peace on earth, good will toward men."

THE UNSEEN EMPIRE. By Atherton Brownell. 8vo. Harp. \$1.25n.

A peace play in four acts. Germany, on the verge of war with England, is halted by the decision of a young girl-owner of the great gun-works.

Miscellaneous

STATESMAN'S YEAR BOOK; statistical and historical annual of the states of the world, 1914. 12mo. *Macm.* \$3n.

NAVAL ANNUAL, 1913. Ed. by Viscount Hythe. 520p. illus. 8vo. *Scrib.* \$6n.

A semi-official publication which gives statistics about the navies of the world.

SOME NEGLECTED ASPECTS OF WAR. By Rear-Admiral A. T. Mahan. 8vo. *Little, B.* \$2n.

JAPAN'S INHERITANCE; the country, its people, and their destiny. By E. B. Mitford. 397p. illus. 8vo. *Dodd.* \$3n.

A new and well-written book in which the author tries to strike a happy medium between the prejudiced critic and the blind admirer. Greater part of the book is description of landscape, climate, people and customs. More vital matter is taken up in final chapters: The political fabric; Japan as a colonial power; Where East meets West; A peep into the future.

THE FUTURE OF JAPAN; with a survey of present conditions. By W. P. Watson. 420p. 8vo. *Dutt.* \$3.50n.

ON BOARD THE GOOD SHIP EARTH; a survey of world problems. By H. Quick. 450p. 12mo. *Bobbs-M.* \$1.25n.

"A striking but superficial survey of world problems." A series of essays presenting in a popular vein a discussion of certain philosophical and economic world problems. Author deals with problem of diminishing natural resources, racial problems, the nightmare of militarism, patriotism, etc.

WAR'S AFTERMATH. By David Starr Jordan & Harvey Ernest Jordan. 104p. 12mo. *H. Mif.* 75c.n.

A short, authoritative study of the effect of the Civil War on the quality of manhood in the South. The authors have considered a vast area of vital statistics, and have gone deeply into the economic conditions of the South before and after the war, presenting some startling results as to the deterioration of

the quality of stock occasioned by the war. Of immediate timeliness now that the young men of Europe are being slaughtered by the thousands.

THE RED CROSS IN WAR. By Marg. F. Billington. 12mo. *Doran.* 50c.n.

An account of the heroism of women and of how women can help in the present war. (*Pocket Books Ser.*)

THE TRUTH ABOUT SOCIALISM. By A. L. Benson. 188p. 12mo. *Huebsch.* \$1; 25c.n.

One chapter is "Socialism the lone foe of war." A well-written book throughout.

SOCIALISM AND DEMOCRACY IN EUROPE. By Samuel P. Orth. 350p. *Holt.* \$1.35n.

A very brilliant and stimulating account of the progress of Socialism and social democracy throughout the continent.

RELATIONS OF GEOGRAPHY AND HISTORY. By H. B. George. 4th ed. 2 maps. 8vo. *Oxf. U. P.* \$1.10.

FRONTIERS. By Earl Curzon of Kedleston. 8vo. *Oxf. U. P.* 70c.

The Romanes Lecture, 1907.

THE PASSING OF THE TURKISH EMPIRE IN EUROPE. By R. Granville Baker. illus. map. *Lipp.* \$1.75n.

Turkey, occupying the position of the "sick man of Europe," has been intimately involved in the diplomatic tangle culminating in the present war. Of the present volume, a combination travel book and history, the *New York Times* says: "Of the many recent volumes on the Balkans, few stand out with such prominence in tracing the causes which underlie the downfall of Turkey in Europe."

WOMEN AND WAR. By Olive Schreiner. 12mo. *Stokes.* 50c.n.

Chapter of the same title from author's "Woman and Labor."

THE SCIENCE OF WAR. By Col. G. F. R. Henderson. Ed. by Neill Malcolm. *Longm.* \$4n.

Author was one of the ablest of recent English military writers, and his book contains a collection of illuminating essays on strategy and military training.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); O. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Aiken, Ednah. The river; il. by Sidney H. Riesenbergh. Indianapolis, Bobbs-Merrill c. 423 p. D. \$1.35 n.

Here the great Colorado River decides the fate of towns and individuals. Story begins as K. C. Rickard arrives in Tucson to succeed Hardin as head engineer for the railroad. This is especially humiliating to Hardin, because years before the woman he married had jilted Rickard for him. His foolish wife now undertakes to flirt with Rickard. Innes Hardin stands by her brother, who by his own reading is "a man of no luck." When the river threatens the levee, Hardin is not at his newly appointed place. Innes goes and directs the work. In the end, from coolly observant enemies, Rickard and Innes come to understand each other's worth.

Andersen, Hans Christian. Fairy tales from Hans Christian Andersen; il. by Dugald Stewart Walker. Garden City, N. Y., Doubleday, Page. c. 12+267 p. pls. O. \$1.50 n.

Symbolism of these imaginative drawings makes little stories by itself, which the artist has written down in a foreword.

Barber, T. Wa. The repair and maintenance of machinery. N. Y., Spon & C. 10+466 p. il. 8°, \$3 n.; formerly, \$3.50.

Baring, Maurice. Round the world in any number of days; il. by B. T. B. and others. Bost., Houghton Mifflin. c. 199 p. D. \$1.25 n.

Humorous thumb-nail sketches of peoples of foreign climes seen by author, an English war correspondent, during a leisurely voyage through the Isthmus, the Red Sea, and Indian Ocean to Ceylon, Australia, South Sea Islands, San Francisco, New York, and home.

Barker, Ernest. Nietzsche and Treitschke; the worship of power in modern Germany. N. Y., Oxford Univ. 28 p. D. (Oxford pamphlets) 5 c. n.

Barrie, Ja. Matthew. Half hours [plays]. N. Y., Scribner. c. 207 p. D. \$1.25 n.

Contents: Pantaloon; The twelve-pound look; Rosalind; The will.

Barton, Dunbar Plunket. Bernadotte; the first phase, 1763-1799. N. Y., Scribner. 15+531 p. (10¼ p. bibl.) il. pors. pls. O. \$3 n.

Study of the "Gascon cadet," who from this obscure origin became King of Sweden by Napoleonic election. Book deals with his career only before he became Napoleon's follower, in its beginning under Louis XVI, its rise through the Revolutionary wars, and its political rivalry of Bonaparte, which ended in the latter's triumph (18-19th Brumaire, 1799). Bernadotte appears as a man of conscience for those times, brave and able in action, cautious and ambitious in affairs, a better master than servant.

Bayne, Marie. Old Mother Grunter; and other tales. N. Y., Sully & Kleinteich. 96 p. il. (part col.) D. (Nelson's fireside lib.) 60 c.

Berkeley, H. R., and Walker, W. M. Practical receipts for the manufacturer, the mechanic and home use. N. Y., Spon & C. 250 p. 8°, \$1.50 n.; formerly, \$2.

Birnbaum, Martin. Oscar Wilde, fragments and memories. N. Y., J. F. Drake, [4 W. 40th St.] c. 4+3—28 p. por. 12°, \$5.

Blythe, S. G. The fakers. N. Y., Doran. c. 13-14. 388 p. D. \$1.35 n.

T. Marmaduke Hicks (formerly Tommie) was one and Mrs. Hugo de Mountfort Lester, another. Washington was the scene of their operations. T. Marmaduke, through much horn blowing, became a senator. Mrs. Lester, through personal charms and wiles, became Mrs. T. Marmaduke. Yet truth will prevail, and the spell-binder and the beautiful lady grafter came to grief after giving the reader a humorous picture of political fakers.

Book (The) of wonders; gives plain and simple answers to the thousands of everyday questions that are asked and which all should be able to, but cannot answer; fully il. with hundreds of educational pictures which stimulate the mind and give a bird's eye view of the wonders of nature and the wonders produced by man. N. Y., Presbrey Syndicate, [456 Fourth Ave.] c. 9—603 p. 8°, \$4.

Bradley, Arth. Granville. Clear waters; trout days and trout ways in Wales, the West country, and Scottish borderland. Bost., Houghton Mifflin. 7+380 p. il. pls. O. \$2 n.

Author of "The Gateway of Scotland" here appears as an angler, who discourses whimsically on the placid sport.

Brady, Cyrus Townsend. Britton of the Seventh; a romance of Custer and the great Northwest; il. by the Kinneys. Chic., McClurg. c. 9+391 p. O. \$1.35 n.

Tony Britton, lieutenant of the Seventh Cavalry, was high spirited and chivalrous, yet he had many temperamental failings. His sympathy with an unhappy woman and an unfortunate and incriminating combination of circumstances, brought about his enforced resignation from the army he loved so well. When danger called, however, he was found at the front, fighting valiantly as a plain soldier in the ranks, against the murderous Sioux. His bravery and the devotion of a wonderful girl who believed in him, led to his redemption and eventually he regained what misfortune and heedlessness had lost. The figure of Custer looms large in the story.

Bristol, Bp. Fk. Milton. Heroines of history; typical heroines of mythology, of Shakespeare, of the Bible. N. Y. and Cin., Abingdon Press. c. 289 p. D. \$1 n.

Throws into clear relief the place and work of woman in classical, biblical, and Elizabethan times, and interprets the principles and conditions prevailing in these periods.

Brode, Howard Stidham, comp. Books on biology for boys and girls. Walla Walla, Wash., Whitman Coll. 18 p. O. pap., gratis.

Browne, Anna C. The prophet's wife. N. Y., Benziger. c. 248 p. D. \$1.25.

Story of the struggle and success of a young lawyer whose wife believes in him thoroughly in spite of the mystery that surrounds him.

Bryan, W: Jennings. Man. N. Y., Funk & W. c. '09-'14. 54 p. D. bds., 30 c. n.

Address delivered at Northwestern Law School of the Nebraska State University, also at Illinois College.

The price of a soul. N. Y., Funk & W. 72 p. D. bds., 30 c. n.

Addressed delivered at Northwestern Law School banquet and elsewhere.

The Prince of Peace. N. Y., Funk & W. 63 p. D. bds., 30 c. n.

Lecture delivered at many Chautauquas and religious gatherings.

The value of an ideal. N. Y., Funk & W. c. '09-'14. 57 p. D. bds., 30 c. n.

Lecture delivered at Chautauquas and gatherings.

Bryce, G.: D.D. A short history of the Canadian people. New and rev. ed. N. Y., Scribner. 13+621 p. il. pls. pors. col. front. fold. map. O. \$3 n.

Rewritten and brought up to date. Contains tables of public events, Canadian annals, authorities and references, lists of governors, premiers, etc., and a copy of the Canadian Confederation Act. Author was founder of Manitoba College and University.

Buchanan, J: F. Brassfounders' alloys. N. Y., Spon & C. 8+129 p. il. 12°, \$1.25 n.; formerly, \$2.

Buck, C: Neville. The battle cry; il. by Douglas Duer. N. Y., Watt. c. 356 p. D. \$1.25 n.

Juanita Holland, a Bryn Mawr girl, finds her polo player lover wanting in the sterner qualities. She releases him and goes to the Kentucky mountains to teach the barefooted little feudists to read and wash their faces. Juanita is soon precipitated into the very midst of a fierce feud. One day she appeals to a stranger for help in wiping out family hatreds, to find a little later he is "Bad Anse" Harvey of whom she has heard, as a bitter feudist dealing out sentences like a murder lord, yet without the excuse of illiteracy. Not many months later Juanita is handling a rifle in his defence, and "Bad Anse" has become to her good Anse.

Buck, Solon Justus, comp. Travel and description, 1765-1865; together with a list of county histories, atlases, and biographical collections and a list of territorial and state laws. Springfield, Ill., Ill. State Hist. Lib. c. 11+514 p. por. facsim. O. (Priv. pr.)

Bülow, Babette Ebert von, ["Hans Arnold," pseud.] Fritz auf ferien; ed. with introd., exercises for composition and conversation, and vocabulary by Clarence Willis Eastman. Bost., Ginn. c. 5+112 p. facsim. S. 30 c.

Burgess, C: F.; and Cravens, G: W. Applied electrochemistry and welding; a practical treatise on commercial chemistry, the electric furnace, the manufacture of ozone and nitrogen by high tension discharges, and the applications of electric, gas, and chemical welding to manufacturing and repair work. Pt. 1, Applied electrochemistry, by C: F: Burgess. Pt. 2, Welding, by G: W. Cravens. Chic., Am. Technical Soc., [Drexel Ave. and 58th St.] c. 83+132+8 p. il. O. \$1.50.

Burgess, F: W. Chats on old coins; with 258 illustrations. N. Y., Stokes. 393 p. O. \$2 n.

As collector, author has specialized at different times on all branches, Greek, Roman, Saxon, British, Irish, discussed in the book. Many of the illustrations

are from his own collection. Book gives prominence to American currencies.

Chats on old copper and brass; with front. and il. from photographs and wash drawings. N. Y., Stokes. 400 p. pls. O. \$2 n.

Earlier prehistoric, Greek and Roman examples, described are in museums, but author wishes to suggest how curious and artistic pieces can still be secured by even a modest collector who has some knowledge of the field.

Burke, T.: ed. The contented mind; an anthology of optimism. N. Y., Stokes. 160 p. D. \$1 n.

Grouped under headings: Material content; The merry heart; The steadfast soul.

Burt, H: Jackson. Steel construction; a text and reference book covering the designs of steel frame-work for buildings. Chic., Am. Technical Soc. c. 372 p. il. tabs. diagrs. D. leath., \$2.75.

Bushnell, O. J., and Turnbull, A. G. Electrical measurements; a practical handbook covering the design and construction of measuring instruments and their uses in measurements of current, resistance, and commercial power, with special reference to watt-hour and maximum demand meters. Chic., Am. Technical Soc. c. 171 p. il. figs. tabs. O. \$1.

Calkins, Harvey Reeves, D.D. A man and his money; under the auspices of the Commission of Finance. N. Y. and Cin., Meth. Bk. Concern. 367 p. D. \$1 n.

Study of stewardship in its fundamental aspects, classified as follows: The pagan law of ownership; Christian law of stewardship; Meaning of value; Ownership of value; Stewardship of value. Index. Author is stewardship secretary in Methodist Episcopal Church.

Callison, J: Ja. Bill Jones of Paradise Valley, Oklahoma; his life and adventures for over forty years in the great Southwest; he was a pioneer in the days of the buffalo, the wild Indian, the Oklahoma boomer, the cowboy and the outlaw; copiously il. from photos and drawings from real life. [Chic., M. A. Donohue & Co.] c. 328 p. 12°, \$1.50.

Cantell, M. T. Reinforced concrete construction; advanced course. N. Y., Spon & C. 16+240 p. il. pls. 4°, \$3.50 n.; formerly, \$5.

Chirol, Sir Valentine. Serbia and the Serbs. N. Y., Oxford Univ. 18 p. D. (Oxford pamphlets) pap., 5 c. n.

Clayton, Jacqueline. Master Mouse the mad-cap; il. [part col.] by Marg. Clayton. N. Y., Sully & Kleinteich. 96 p. D. (Nelson's fireside lib.) 60 c.

Coats, Rev. Rob. Hay. The Christian life. [N. Y., Scribner.] 164 p. S. pap., 20 c. n.

Collier, Price. Germany and the Germans; from an American point of view. [New and cheaper ed.] N. Y., Scribner. c. '13. 12+498 p. S. 75 c. n.

Conley, T: Jos. First-aid in the home. Chic., M. A. Donohue & Co. c. 156 p. 12°, \$1.

Cook, C: Gilpin. A practical chemistry; for high school students. N. Y., Appleton. c. 13+366 p. il. figs. D. \$1.25 n.

In order that the book should not be too difficult, all mathematical subjects and nearly all of the theory have been omitted from the body of the text and placed in an appendix.

Corder, G: A. The miner's geology and prospector's guide. N. Y., Spon & C. 220 p. il. 12°, \$1.50 n.; formerly, \$2.

Corvin, E: S: The doctrine of judicial review; its legal and historical basis; and other essays. Princeton, N. J., Princeton Univ. Press. c. 7+177 p. O. \$1.25 n.

Contents: Marbury v. Madison and the doctrine of judicial review; "We, the people"; The Pelatiah Webster myth; The Dred Scott decision; Some possibilities in the way of treaty-making. Index. Author is of the Department of History and Politics, Princeton University.

Craik, Mrs. Dinah Maria Mulock, ["Miss Mulock," pseud.] The blue bird; and other stories from "The fairy book." N. Y., Sully & Kleinteich. 159 p. il. (part col.) S. (Golden River ser.) 50 c.

John Dietrich; and other stories from "The fairy book." N. Y., Sully & Kleinteich. 158 p. il. (part col.) S. (Golden River ser.) 50 c.

Crane, Fk., D.D. Footnotes to life. N. Y., J. Lane. 16+237 p. D. \$1 n.

Short notes on a wide range of subjects that are full of a kind, human and convincing philosophy.

Cross, C: F., and Bevan, E: J: A text book of paper making. 3d ed. N. Y., Spon & C. 10+411 p. il. 12°, \$3.50 n.; formerly, \$5.

Darling, C: Rob. Heat for engineers; a treatise on heat. 2d ed. rev. N. Y., Spon & C. 14+430 p. il. 8°, \$3.50 n.; formerly, \$5.

Pyrometry; a practical treatise on the measurement of high temperatures. N. Y., Spon & C. 12+200 p. il. 12°, \$1.50 n.; formerly, \$2.

Davies, Philip J: Standard practical plumbing. In 2 v. v. 1, 5th ed. v. 2, 2d ed. N. Y., Spon & C. 355; 16+808 p. il. 4°, v. 1, \$2.50 n.; formerly, \$3; v. 2, \$3.50 n.; formerly, \$4.50.

Daw, Alb. W., and Daw, Zacharias W. The blasting of rock in mines, quarries, tunnels, etc. 2d ed. N. Y., Spon & C. 224 p. il. 8°, \$5 n.; formerly, \$6.

Defoe, Dan. Robinson Crusoe. N. Y., Sully & Kleinteich. 160 p. il. (part col.) S. (Golden River ser.) 50 c.

Detroit, Mich. Public Library. Books for business men. [Detroit, Mich., The Library.] 22 p. D. pap., gratis.

Dickinson, Goldsworthy Lowes. Appearances; notes of travel, east and west. Garden City, N. Y., Doubleday, Page. c. 10+221 p. D. \$1 n.

Impressions of India, China and Japan gained while traveling under appointment of the Albert Kahn Travelling Fellowships, administered by University of London. Written in the same frank style as author's earlier "Letters of a Chinese official," which are included in volume.

Douay, Gaston. A French reader. N. Y., Silver, Burdett. c. 10+297 p. 12°, (Silver ser. of modern language text-books) \$1.

Durand, Ralph, comp. A handbook to the poetry of Rudyard Kipling. Garden City, N. Y., Doubleday, Page. c. 19+386 p. D. \$2 n.

More than a mere glossary of the technicalities and little known expressions which Kipling uses, book embodies short biographical notices and other

information of interest to the admirers of his poetry.

Earl, T. C. Gold dredging; with 77 half tones from photographs and 18 maps. N. Y., Spon & C. 15+208 p. 8°, \$6 n.; formerly, \$8.

Esdaile, Arundell, comp. A chronological list of George Meredith's publications, 1849-1911. [N. Y., Scribner.] 65 p. O. \$2.40 n.

Fairchild, D: Grandison, and Fairchild, Mrs. Marian Hubbard Bell. Book of monsters; portraits and biographies of a few of the inhabitants of woodland and meadow. Wash., D. C., Nat. Geographic Soc. c. 266 p. il. 8°, \$2.

Forbush, W: Byron. Manual of play. Phil., Jacobs. c. 353 p. (17½ p. bibl.) il. pls. diagrs. tabs. D. \$1.50 n.

Shows parents how to play with their children and how to help children play by themselves. Tells how to fit up the home play-room simply, and stock it with home-made playthings. Deals with imaginative play, constructive play, laughter plays, play with pets, plays of experimentation, play for girls, Sunday play, neighborhood play. One chapter gives over fifty play devices and a graded and annotated list of playthings, with prices. Index. Author is president of the American Institute of Child Life.

François, Victor Emmanuel. Key to François' introductory and advanced French prose composition; and to the alternate exercises. N. Y., Am. Book Co. c. '09-'14. 157 p. D. 80 c.

Gale, Zona. Neighborhood stories. N. Y., Macmillan. c. '12-'14. 21+307 p. front. D. \$1.50 n., bxd.

Contents: A great tree; Exit charity; The time has come; The face of Friendship Village; The flood; The party; The biggest business; The prodigal guest; Mr. Dombledon; Human; The homecoming. Calliope Marsh tells these new stories of Friendship Village in her own characteristic speech.

Girvin, Brenda, and Feasey, J. Eaton. Pixy revels; and other tales. N. Y., Sully & Kleinteich. 96 p. il. (part col.) D. (Nelson's fireside lib.) 60 c.

Greenfield, E. V. A brief summary of German grammar; and beginners' vocabulary. N. Y., Heath. c. 5+58 p. D. (Heath's modern language ser.) 30 c.

Griffis, W: Elliot, M.D. The house we live in; architect and tenant; talks about the body and the right use of it. N. Y., Funk & W. c. 214 p. S. 60 c. n.

How the house (the body) has been built; how to be a good tenant; how to keep it in repair; how to make it a happy dwelling-place.

Grimm, Jacob Ludwig Karl, and Grimm, Wilhelm Karl. Stories from Grimm. N. Y., Sully & Kleinteich. 160 p. il. (part col.) S. (Golden River ser.) 50 c.

Haddon, I. J., and Haddon, H. A practical treatise for boiler makers; 213 illustrations. N. Y., Spon & C. 7+283 p. 8°, \$2.50 n.; formerly, \$3.

Hammond, H. W., and Hertsberg, Max J. Style-book of business English; for high schools, business courses, regents' and teachers' examinations, etc. 6th ed. rev. N. Y., Pitman. 10+253 p. O. 85 c.

Hanson, Willis Tracy, jr. Early life of John Howard Payne; with contemporary letters hitherto unpublished. Cambridge, Mass., Harvard Univ. '13. 226 p. il. \$13.50.

Harry, Jos. E. The Greek tragic poets; emendations, discussions, and critical notes. Cin., Univ. of Cin. c. 254 p. O. (Studies) pap., \$2.

Author is professor of Greek in University of Cincinnati.

Henderson, C: Richmond. The cause and cure of crime. Chic., McClurg. c. 175 p. (3 2-3 p. bibl.) S. (National social science ser.) 50 c. n.

Written from a real knowledge of criminals, of prisons, and legislation enacted to protect society, by a professor of sociology in the University of Chicago. Index.

Henderson, Ernest Flagg. Germany's fighting machine; her army, her navy, her airships; and why she arrayed them against the allied powers of Europe. Indianapolis, Bobbs-Merrill. c. 97 p. il. pors. O. \$1.25 n.

Description and explanation of German matters military with over one hundred illustrations.

Illinois State Historical Library. A list of the genealogical works in the library; comp. by Georgia L. Osborne. Springfield, Ill., [The library.] 163 p. O. (Priv pr.)

Isler, C. Well boring for water, brine and oil. 2d ed. N. Y., Spon & C. 10+296 p. il. 8°, \$3 n.; formerly, \$4.50.

Jay, Junius, pseud. Open-air politics; and the conversion of Governor Soothem. Bost., Houghton Mifflin. c. 236 p. D. \$1.25 n.

Suggestive discussions of syndicalism and allied subjects cast in story form. Book shows by a series of adventures how far these theories are of utility in guiding the actual affairs of life. Publishers do not know more of writer's identity than that he is an American, eminent in public life, and of more than national fame.

Johnston, Mary. The witch. Bost., Houghton Mifflin. c. 442 p. col. front. D. \$1.40 n.

Tale of Elizabethan times. Joan Heron, a girl of original nature and Dr. Aderhold, a thinker in advance of his period, are suspected of atheism and sorcery. They are arrested and tried, the man for practice of the black art, and the girl for witchcraft. They are sentenced to death, but escape and take ship for Virginia, Joan disguised as the physician's boy. On the ship Joan's identity and sex are suspected and the sailors, ascribing the bad weather to her witchcraft, set the couple adrift in an open boat. Their adventures continue in the Bahamas and later on their love story comes to a close in England.

Jordan, C: H. Tabulated weights of angle, tee and bulb iron and steel; for use of naval architects and shipbuilders. 6th ed. N. Y., Spon & C. 12+640 p. 32°, limp leath., \$2.50 n.; formerly, \$3.

Jordan, D: Starr, and Jordan, Harvey Ernest. War's aftermath; a preliminary study of the eugenics of war as illustrated by the Civil War of the United States and the late wars in the Balkans. Bost., Houghton Mifflin. c. 164 p. D. 75 c. n.

Study of the effect of the Civil War on the quality of manhood in the South. Introduction on the present European struggle is by Dr. Jordan.

Klapper, Paul. Teaching children to read. N. Y., Appleton. c. 213 p. D. \$1.25 n.

Method which has stood the pragmatic test considered in its physiological, psychological and taste-forming aims. Author is assistant professor of education, College of the City of New York.

Lippmann, Julie Mathilde. Martha and Cupid. N. Y., Holt. c. 197 p. D. \$1 n.

The "Martha" of author's previous novels mar-

ries in this one. As Mrs. Slawson she looks at family life through those shrewd, wise, kindly eyes that see so much—and yet see so little of gloom. Children come to Martha and one of them, a daughter, is wayward, but Cora's baby sets matters right.

Lithgow, Rev. R. M. The parabolic Gospel; or, Christ's parables, a sequence and a synthesis. [N. Y., Scribner.] 15+196 p. O. \$1.50 n.

Articles first published in the *Expository Times*, show through a chronological arrangement of the parables the progress and scope of the evangelical teaching of Jesus.

Mabie, Hamilton Wright. Japan to-day and to-morrow. N. Y., Macmillan. '13-'14. 9+291 p. il. pls. O. \$2 n.

On the manners and habits of the Japanese, their family life, their love of art and nature and their attitude toward religion. Their historical development is very lightly sketched and their education and political development, more fully. Author was lecturer to Japan on the Carnegie Peace Endowment.

Marquand, Allan. Luca della Robbia. Princeton, N. J., Princeton Univ. Press. c. 39+286 p. (bibls.) Q. (Princeton monographs in art and archaeology) bds., \$7.50 n.; bxd. comp.

Corrected entry.

Mastin, J: The chemistry, properties and tests of precious stones. N. Y., Spon & C. 114 p. 16°, limp leath., 80 c. n.; formerly, \$1.

Maxwell, Donald. Adventures with a sketch book; with over 200 notes in line and colour reproduced in facsm. from the original sketches. N. Y., J: Lane. 24+214 p. O. \$3 n.

Done in contravention of two ideas; one, Hilaire Belloc's, that an artist should not write his own descriptions; the other, many people's, that sketches are unfinished work. In the Eifel artist-author sees a "Landscape of the moon," studies Dante's country in "Quest of the seventh circle," and in a barge on "An enchanted channel" has an adventure in the Vosges.

Miller, J: A. The practical handbook for the working-miner and prospector and the mining investigator. N. Y., Spon & C. 20+234 p. il. 12°, \$2.50 n.; formerly, \$3.

Mitton, Geraldine Edith. Round the wonderful world. N. Y., Putnam. 6+398 p. il. col. pls. O. \$2.50 n.

Invites the young reader aboard a P. & O. steamer at London to take an imaginary trip to see most of the countries of the world, their people, the way they live, how they work and what they think.

Moderwell, Hiram Kelly. The theatre of to-day; with 32 il. and numerous line cuts in the text. N. Y., J: Lane. c. 322 p. pls. D. \$1.50 n.

Takes the modern theatre from different angles, showing how all the arts, painting, architecture, music, dancing, have been brought to the service of the drama in an unprecedented degree in the last ten years. Description of these forces is as simple as possible; and the illustrations of unusual interest have a direct relation to the text. From the matter of technique book goes on to the work of the principal European and American dramatists of the period.

Monroe, Harriet. You and I. N. Y., Macmillan. c. '05-'14. 10+236 p. D. \$1.25 n.

Morgan, F., and Davis, H: W: Carless. French policy since 1871. N. Y., Oxford Univ. 24 p. map. D. (Oxford pamphlets) 5 c. n.

- Munk, Jos. Amasa, M.D.** Bibliography of Arizona; being the record of literature collected by Jos. Amasa Munk, M.D., and donated by him to the Southwest Museum of Los Angeles, California; [comp. by] Hector Alliot. Los Angeles, Cal., Southwest Museum. 431 p. il. por. O. \$3.50.
- Murray, Sir Ja. A. H., and others, eds.** A new English dictionary on historical principles; founded mainly on the materials collected by the Philological Society. [Re-issue in quarterly parts.] [Oct. pt. of v. 9, Speech-Spring.] N. Y., Oxford Univ. 561-688 p. F. bds., \$1.25.
- Muzzey, D.; Saville.** The spiritual Franciscans. Wash., D. C., Am. Historical Assn. 102 p. (19 p. bibl.) 12°, (Prize essays) \$1.50.
- New York [State]. Education Dept.** A list of helpful publications concerning vocational instruction; prepared by Lewis A. Wilson. Albany, N. Y., Univ. of State of N. Y. 3-41 p. O. (Bulletin) pap.
- Nesbit, Z. A. R.** Twinkle tail stories; il. [part col.] by A. Scott Rankin. N. Y., Sully & Kleinteich. 96 p. D. (Nelson's fireside lib.) 60 c.
- Newbolt, H. J.** The book of the blue sea; with 8 col. pls. and 32 il. in black and white by Norman Wilkinson. N. Y., Longmans. 12+307 p. D. \$1.50 n.
Sea stories that are records of fact arranged to give boys an inspiring idea of naval life and patriotism in the days of Nelson.
- Newlands, J. A. R., and Newlands, B. E. R.** Sugar; a handbook for planters and refiners. N. Y., Spon & C. 912 p. il. fold. pls. 8°, \$7.50 n.; formerly, \$10.
- Osborne, Leno.** Food and clothing. Chic., Row, Peterson & Co. c. 5-235 p. il. 12°, 60 c.
- Peterson, Maud Howard.** The Commodore; il. by Alice Barber Stephens. Bost., Lothrop, L. & S. c. 363 p. D. \$1.25 n.
Tells of the development of the hero, known by his early pet name, the "Commodore," from a little boy born in the "Service" (U. S. Navy) to an officer upon the threshold of a career in that service. A love that at first runs a troublous course comes to the young man, but the sympathy of the Commandant's wife, his "Mentor," tides him over his discouragement. Underlying the romance is author's belief that the Service will work into an element making for the peace of all nations.
- Pitman, Sir I.** Business correspondence in shorthand. Nos. 1 and 2 combined; as the matter in No. 2 of this series is of a somewhat easier character than that found in No. 1, the former is presented first. [New centenary ed.] N. Y., Pitman. 40 p. D. 60 c.
- Plowman, G. Taylor.** Etching; and other graphic arts; an il. treatise; with an original etching front., and 26 illustrations. N. Y., J. Lane. c. 154 p. pls. D. \$1.50 n.
Embodies the author's notes during three years' study in Europe, notably under Sir Frank Short, at Royal College of Art, South Kensington. Though book is a guide on technical points for the beginner, the more experienced will find it useful as reference for various formulas.
- Procter, H. Richardson.** Leather industries laboratory book. N. Y., Spon & C. 480 p. il. pls. 8°, \$5 n.; formerly, \$7.50.
- Procter, H. Richardson, and others, eds.** Leather chemists' pocket-book, a short compendium of analytical methods. N. Y., Spon & C. 14+223 p. il. 16°, limp leath., \$1.50 n.; formerly, \$2.
- Rabenort, W. L.** The United States as a whole. N. Y., Am. Book Co. c. 8+226 p. il. maps. (part col.) O. (Rabenort's geography) 50 c.
Author is principal of Public School 10, the Bronx, City of New York.
- Randolph, Jos. Fitz.** The law of faith; with a lawyer's notes on the written law. N. Y., Putnam. c. 7+293 p. O. \$1.50 n.
Discusses what faith is and how it leads men to God. Assuming that the Bible words are their own best interpreter, and simpler and plainer than any of the systems and theories built around them, author brings together all the Bible words about faith, leaving all systems and opinions to be tested in that full light. Faith-texts and index. Writer is a lawyer and author of well-known works on law.
- Richard, Ernst D.** God's paths to peace; a story of evolution. N. Y. and Cin., Abingdon Press. c. 100 p. front. D. 75 c. n.
Study in the evolutionary processes making for world peace. Author is founder of the New York Peace Society, president of the German-American Peace Society, lecturer on the history of German civilization in Columbia University.
- Richardson, Ernest Cushing.** Biblical libraries; a sketch of library history from 3400 B. C. to A. D. 150. Princeton, N. J., Princeton Univ. Press. c. 16+252 p. (6¼ p. bibl.) il. pls. plans. D. \$1.25 n.
Contents: What is a library? The Babylonian period; The patriarchal period; The Egyptian period; The exodus; Palestine at the conquest; Period of the Judges; Saul to the captivity; The Persian period; The Greek period; New Testament times in Palestine; Roman libraries in apostolical times; Post-apostolical Roman library buildings; The Bible itself a library. Index. Author is librarian of Princeton University.
- Rousseau, Jean Jacques.** Selections from the works of Jean-Jacques Rousseau; ed. for the use of college classes, with an introd. and notes by Christian Gauss. Princeton, N. J., Princeton Univ. Press. c. 70 p. O. 65 c. n.
Editor is professor of modern languages, Princeton University.
- Russel, Florence Kimball, [Mrs. Edg. Russel.]** From chevrons to shoulder-straps; a story of West Point; il. by J. Goss. Bost., Page Co. c. 324 p. O. (Boys' story of the army ser.) \$1.50.
Follows the experiences of Jack Stirling during his junior and senior years at West Point. Author spent five years at West Point, where her husband, Major Edgar Russel U.S.A., was detailed as instructor in the Military Academy. Appendix gives information relative to the appointment and admission of cadets to the academy.
- Rutherford, Rev. Ja.** The seer's house; and other sermons. [N. Y., Scribner.] 7+343 p. O. ("Scholar as preacher" ser.) \$1.75 n.
- Saunders, B.** Forging, stamping and general smithwork. N. Y., Spon & C. 9+428 p. il. 8°, \$6 n.; formerly, \$7.50.
- Scott, Sir Wa.** Tales and verse from Sir Walter Scott; chosen and arranged by Hanson Hart Webster and Fanny E. Coe; with an introd. to the author by J. G. Lockhart, Dr. J. Brown and Washington Irving. N. Y., Am. Book Co. c. 384 p. il. pors. map. D. 60 c.

Shakespeare, W: A midsummer night's dream; with il. [part col.] by Arth. Rackham. [New and cheaper ed.] [Garden City,] N. Y., Doubleday, Page. 134 p. O. \$1.50 n.

Sharman, Lyon. Bamboo; tales of the Orient-born. San Francisco, Elder. c. various p. 12°, \$1.

Sheehan, Perley Poore, and Davis, Rob. Hobart. "We are French!" N. Y., Doran. c. 127 p. D. 50 c. n.

Story of a French zouave who was willing to risk life and honor for his comrade and La Belle France. Many years later Anatole received recognition from his country and Pierre found the woman who had promised to marry him. Mr. Sheehan is an important American special correspondent abroad; Mr. Davis is editor of the Munsey magazines.

Simonds, Fk. H. The great war; the first phase [from the assassination of the archduke to the fall of Antwerp.] N. Y., Kennerley. c. 256 p. maps. D. \$1.25 n.

Many chapters were first written as editorials for the *New York Evening Sun*, of which paper author is editor. Though revised and supplemented, their original purpose is unchanged, to explain the information about the present European war as it came day by day from the censor.

Small, Frederic Lincoln. Treatise on comprehensive accounting methods; adapted to shoe manufacturing and other industries. Bost., L. & S. Pr. Co. c. 250 p. charts. (1 fold.) forms. diagrs. 8°, \$10 n.

Spencer, Adam. Roll turning; four sections in steel and iron, consisting of 78 large fold. pls., with descriptive matter. 2d ed. N. Y., Spon & C. \$9 n.; formerly, \$12.

Stevenson, Rob. L: Edinburgh; with 12 il. in col. by Ja. Heron. [New and cheaper ed.] N. Y., Scribner. 160 p. pls. O. \$1.75 n.

Fables; il. by E. R. Herman. [New ed.] N. Y., Scribner. 83 p. pls. Q. \$3 n.

Stilwell, Dewitt, comp. History and genealogical record of one branch of the Stilwell family; with introd. and contributions by Lament Stilwell. [Syracuse, N. Y., L. Stilwell, 331 Union Bldg.] 94 p. il. pors. pls. O. \$2.

Strange, W: Lumisden. Indian storage reservoirs with earthen dams; being a practical treatise on their design and construction; 16 plates. 2d ed. enl. N. Y., Spon & C. 24+442 p. 8°, \$7 n.; formerly, \$7.50.

Taggart, Marian Ames. Nancy and the Coggs twins; il. by J: Goss. Bost., Page Co. c. 362 p. O. (Doctor's little girl ser.) \$1.50.

The kindly, merry Coggs twins, first introduced in "Nancy, the doctor's little partner," take the center of the stage in this new story, although Nancy plays a most important part.

Teale, Oscar Schutte. How to do architectural drawing; a text book and practical

guide for students in architectural draftsmanship. N. Y., Adams Press. c. 5+13-238 p. il. pls. diagrs. 12°, \$1.65.

Van Dyke, H.: D.D. The Grand Canyon; and other poems. N. Y., Scribner. c. 6+78 p. D. \$1.25 n.

Wanger, G: F. P., comp. The Grubb families of America; military service. Pottstown, Pa., [The compiler.] 20 p. il. pors. pap., 10 c.

Wason, Rob. Alex. Happy Hawkins in the Panhandle; with a front. by G: W. Gage. Bost., Small, Maynard. c. 492 p. D. \$1.35 n.

Happy tells the story himself, which concerns that part of his life when he went to Texas as the foreman of the Lion Head Ranch. Here he helped mightily in another man's love affair, and at picking off some "bad uns," while he deepened his belief that "humans are everlastin'ly different, and blamed much alike."

Whitaker, Herman, ed. West winds; California's book of fiction, written by California authors and il. by California artists. San Francisco, Elder. c. 9+219 p. il. pls. O. bds., \$1.50.

Contents: Foreword; The bandit's better half; Bufo, the mascot; Shovelnose Kelly, master and owner; The mother; The greatest of these; The corner table; Pals; The enchanted Mesa; The son of the wolf; The phantom coach; The crooked pine; The Kis Khilim; Jane Ann, a ward of the state; The temptation of Ann O'Brien; The guest.

Williamson, C: Norris, and Williamson, Mrs. Alice Muriel Livingstone. A soldier of the legion. Garden City, N. Y., Doubleday, Page. c. 8+372 p. D. \$1.35 n.

Max Doran learns from his dying mother that he was a French child substituted for her own girl baby in infancy. He determines to find this girl and restore to her the Doran fortune. While tracing her he meets Sanda De Lisle, whom he sees again in the home of a beautiful Arab girl. Max enlists in the Foreign Legion and adventure follows adventure to a happy ending, which includes Sanda.

Wolff, Adolf. Songs of rebellion (songs, sighs and curses). N. Y., A. & C. Boni. 96 p. 8°, bds., \$1 n.

Wood, Jos. Turney. The puering, bating and dreching of skins. N. Y., Spon & C. 15+300 p. il. 8°, \$3.50 n.; formerly, \$5.

Wyer, Malcolm. Bookplates in Iowa; with a chapter on the pleasures of collecting, by T. H: Foster. Cedar Rapids, Ia., Torch Press. 56 p. il. bds., \$1.

Young, Hayward. Short cuts to sketching. N. Y., Stokes. 102 p. il. mounted col. pls. Q. bds., \$2 n., bxd.

Intended for those with little artistic training as a help in vacation sketching. Instruction in composition, perspective, etc., are given through the medium of pencil illustrations of cottages and other bits of rural English scenery.

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ASHHURST, A. P. C. Surgery: its principles and practice. 8vo. 28s. net; ¼-Persian, 32s. net. Hirschfeld.

BENNETT, Reginald R. Medical and pharmaceutical Latin. With intro. by Henry G. Greenish. 2d ed. Cr. 8vo. 7¼ x 4¾, pp. 458, 6s. 6d. net. Churchill.

GASK, Lilian. The Hundred best animals. With 100 illus. by Aug. F. W. Vogt. 8vo. 9¼ x 6½, pp. 304, 7s. 6d. net. Harrap.

HORWOOD, A. R. The story of plant life in the

British Isles. Types of the Natural Orders. Vol. 2. With 71 illus. from photopraghs and 7 diag. 8vo. 8½ x 5, pp. 372, 6s. 6d. net. Churchill.

HOUSSAYE, Henry. Napoleon and the campaign of 1814. Trans. by Brevet-Maj. R. S. McClintock. 8vo., 8½ x 5½, pp. 538, 8s. 6d. net. H. Rees.

HUTCHINSON, Walter, ed. History of the Nations. Vol. 1. 750 illus., 13 col. plates and 17 maps. Folio 11 x 8¾, pp. 544, 10s. 6d. net. Hutchinson.

MURRAY, Margaret A. Elementary Egyptian grammar. 3d ed. Sm. 8vo. 7½ x 5, pp. 114, 6s. net. Quaritch.

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In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY, does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

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Life and Journal of Rev. M. H. Alline, Boston, 1806.

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- Bender's Book Store, 128 4th Ave., New York.**
Wall Map, New York City, 1854. pub. by Dripps.
- Benedict Book Shop, 114 E. 59th St., New York.**
Dix, B. M., Soldier Rigdate; Macmillan, 1899.
Gwyeth, H., A Roundhead Cavalier; Macmillan, 1899.
Ferringham, The Making of Christopher; Macmillan 1900.
Harris, J. C., On the Wing of Occasions.

- The Bibliopole, 1204 Broadway, New York.**
Trans. Nova Scotia Inst. of Nat. Sciences, vol. 2, 1869.
Canadian Naturalist and Geologist, 1860-1861.
American Journal of Science, 1819.
Annals Lyceum Nat. History, N. Y., vols. 8-9.
Peabody Academy of Science, trans., vol. 4, 1872.

Book Exchange, Toledo, O.

- McKenney, Indians of N. America, parts 17-48.
Masterpieces of Emil Zola, trans. Symons, with etchings after Robaudi, London, Lutetian Society.
Father Damien, C. M. Hyde, Boston, 1890.
The Nation, June 21 and 28, 1877.

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Lanman, Charles, Adventures in the Wilds of the United States and British American Provinces, Philadelphia, Ind., ed., 1856, 2 vols. Would not want 181—ed.
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 Cennini's Art of the Old Masters as told in 1437; a reference translation by Herringham, N. Y., Harper, Lathrop, 1899.
 Alexander Hamilton, Wm. G. Sumner.

Brooklyn Institute Museum Library, Eastern Parkway, Brooklyn, N. Y.

American Philosophical Proceedings, No. 90.

W. H. Broomhall & Co., Stockport, O.

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 The Auk, vols 5, 6, 7, 10.
 Bulletin of Cooper Ornith Club, vol. 1.

Alexander Brunton, 54 Hanover St., Edinburgh, Scotland.

Brinton, D. G., Nagualism, Phila., 1894.

H. F. Burnham, 983 Fulton St., Brooklyn, N. Y. [Cash.]

Smith's New Grammar, Cincinnati, Truman & Shepard, 1850.

The Burrows Brothers Co., 633-639 Euclid Ave., Cleveland, O.

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 Anatomical Chart of Human Body, Furneaux, orig. pub. Thos. Whittaker.
 Freussen, Holyland.
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Smith, Dictionary of Economic Plants, Macmillan.

W. C. Edwards, Sibley Block, Rochester, N. Y.

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Geo. Engelke, 855 N. Clark St., Chicago, Ill.

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The Fair Enchantress, Schumacher.

Lord Nelson's Love, Schumacher.

John Oldham Poems.

Kipling's My Own People, N. Y. B. Co., 1908.

Velvet Glove, Merriman.

Isle of Unrest, Merriman.

Symond's Sonnets (Animi Figura).

Fowler Brothers, 747 South Broadway, Los Angeles, Cal.

Notes on the Gospel, Gillette.

The Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.

American Journal Medical Sciences, new series, vols. 7 and 8, 1844; vols. 47 to 50, 1864-65; vols. 99 to 110, 1890 to 1898. Those who quoted, please quote again.

Ewell's Planter's and Mariner's Med. Companion, 1817.

Bender's North American Birds, vol. 2, 1895.

Robert Fridenberg, 22 W. 56th St., New York.

American Wood Engravings, f°, Harper, 1887.

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"G. J. C.," care of Publishers' Weekly.

Ward, Artemus, *The Grocer's Encyclopedia*, New York, Artemus Ward, 1911.
 De Clifford, N. F., *Egypt the Cradle of Ancient Masonry*, 2 vols., Macoy Pub. Co.
 Foley, P. K., *American Authors, 1795-1895*, Boston, 1897.

C. Gerhardt & Co., 120 E. 59th St., New York.

Monette, *History of the Mississippi Valley*.
 Daphnis and Chloe, Vizetelly ed.
 Hassaurek, Ecuador, R. Clarke Co.
 Bianchi, *Within the Hedge*, Doubleday.
 Brown, *Life and Poems of John Howard Bryant*.
 Emerson, *Correspondence Between Emerson and H. Grimm*, Houghton, 1903.
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Edwin S. Gorham, 11 W. 45th St., New York.

Elements of Christian Science, Adams 1 to 4 copies.

Harper & Brothers, Franklin Square, New York.

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The Harrison Company, Atlanta, Ga.

Georgia House Journal, 1887.
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Harvard Cooperative Society, Inc., Harvard Square, Cambridge, Mass.

DePut Cobbett, *Cases of International Law*, Stevens & Haynes.

Robinson, Captain Craig.

H. G. Wells, *A Modern Utopia*.

Hope, *Tattle Tales of Cupid*.

Bagot, Anthony Cuthbert, Brentano.

Hays-Cushman Company, 59 E. Van Buren St., Chicago, Ill.

Riddell, *Immanuel or Christian Realism*.
 Forbes, *Symmetrical Structure of Scriptures*.
 Schopenhauer, *World as Will and Idea*.
 Britannica, 11th ed., thin paper.

Chas. Fred. Heartman, 36 Lexington Ave., New York.

Jews in America, books and pamphlets relating to Wyatt's Oregon.

Filson's Kentucky, in any language.

Hennepin, any early editions in any language.

Patrik Gass, *Journal of Voyages*.

Illinois, in German, pub. in Baltimore, Md., 1835.

Oliver, *Eight Months in Illinois*.

Las Casas, any early editions in any language.

Indian Captivities.

Lawson's *Voyage to Carolina*, 1709.

Beverly, *History of Virginia*.

William Helburn, 418 Madison Ave., New York.

The Life of James McNeill Whistler, E. R. and J. Pennell, 2 vols., 4to, Heineman, London, 1908.

Burrows, *Discoveries in Crete*.

Choisy, *Histoire L'Architecture*, 2 vols.

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Hardy, *Manual of Buddhism*.

Moor, *The Hindu Pantheon*.

Oldenberg, *Buddha*, trans. Hoey.

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The Bruno Hessling Company, 2 W. 45th St., New York.

Idylls of Wall Street.

Thompson, *History of Long Island*.

Thistle edition of J. M. Barrie, Scribner.

The E. Higgins Co., Toledo, O.

Disraeli, Maynard, pub. Appleton.

Himebaugh & Browne, 417 5th Ave., New York.

Chamberlain's *Foundations of Nineteenth Century*, 2 copies.

Belgium, *Black Color book*.

Normandy, Home, Dutton.

Jan Vermeer of Delft, Hale.

Hochschild, Kohn & Co., Howard and Lexington Sts., Baltimore, Md.

Fountain of Youth, Murry, F. A. Stokes Co.

The Holland Bookshop, 8 Temple St., Nashua, N. H.

Matthews, *Field Book of American Wild Flowers*.

Engineers' Handy Book.

Sheet Metal Worker.

Kent's *Mechanical Engineers' Pocket Book*.

Gebhardt's *Steam Power Plant Engineer*.

John Howell, 107 Grant Ave., San Francisco, Cal.

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Mawin, *Galerie de la Revolution Française*, vol. 2 only.

Pliny's *Natural History*, vol. 2.

Von Corwin's *History of World*, vol. 7 only, Bohn ed.

Broadway Journal, vol. 1, edited by Poe.

Humphrey's Book Store, 21 Bromfield St., Boston, Mass.

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Hunter & Co., Inc., Richmond, Va.

Britannica Encyclopedia, 11th ed.

The H. R. Hunting Co., Besse Place, Springfield, Mass.

Salesman's Handbook, Int. Cor. School.

Godfrey, *Poor Human Nature*, Holt.

A. J. Huston, 92 Exchange St., Portland, Me.

Wrecker's Daughter, Ilsley.

Erring Yet Noble.

Williamson's *History of Maine*.

Hall N. Jackson, No. 719 Vine St., Cincinnati, O.

C. N. Rood, *Color, App. Inter. Scientific Series*.

McKendrick & Snodgrass, *Physiology of the Senses*.

Hamilton Smith's *Hydraulics*.

Jacob's Book Store, 1210 Walnut St., Philadelphia, Pa.

Dear Prue, Stearnes.

Amelia, Thackeray.

Rose, Meredith.

From Forcastle to Cabin, Samuels; Harper.

U. P. James, 127 W. Seventh St., Cincinnati, O.

Ragnarok, Donnelly.

Meredith Janvier, 14 W. Hamilton St., Baltimore, Md.

Conrad, Jos., *Youth*, Lord, 1902.

Conrad, *Outcast of the Islands*, Lord, 1896.

Conrad, *Alwarer's Folly*, Lord, 1895.

Conrad, *Tales of Unrest*, 1st ed.

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E. W. Johnson, 410 4th Ave., New York.

Ridpath's *History of the World*, 9 vols.

Old Time Gardens, Earle.

Best Fiction, Baker.

Authors' Digest.

The Edward P. Judd Co., New Haven, Conn.

Cross and Self-Fertilization in Vegetable Kingdom,

Darwin; Appleton.

Lorimer, *Wife Out of Egypt*, Brentano.

Harvard Classics, cloth set.

BOOKS WANTED—Continued.

Kansas State Normal School Library, Emporia, Kan.
New International Encyclopedia, 1904-1910 ed.; state condition.

Kimball Bros., 618 Broadway, Albany, N. Y.
Saunders's Union Speaker.
American Ancestry, vol. 10.
Phisterer's Rebellion, 6 vols.
Gen. Putnam's Journal, Albany, 1886.

The Korner & Wood Co., Cleveland, O.
Merriman, Velvet Glove, Dodd, Mead.

Charles E. Lauriat Company, 385 Washington St., Boston, Mass.
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Memorials of Edward Burne, Jones, 2 v., Macmillan.
Sut Lovingood's Yarns.
Daddy Jake the Runaway and other stories Told After Dark, J. C. Harris; 4to., N. Y., 1889.
Court of Inquiry, Richmond, D. P. & Co.
Education of Uncle Paul, Blackwood, Holt.

Leary, Stuart & Co., 9 South 9th St., Philadelphia, Pa.

Tilden's Studied Club, vols. 1, 2, 3, 7.

M. J. Levey, 6231 Lakewood Ave., Chicago, Ill.
Handley Cross, Surtees, 1st ed., original parts or covers bound in.

Lewis Book Store, 819 East Pine St., Seattle, Wash.
Clemment, The Ancient Science of Numbers.
Clemment, Numerical Values.
Gibbons' Rome, set, three-quarter or half lea.
Eddy, Science and Health, any ed.
Pike, Morales and Dogma.

Library Association of Portland, Portland, Ore.
Bailey, L. H., ed., Cyclopaedia of American Horticulture, 4to., 3 copies.
Jones, Liars.
Larned, J. N., History for Ready Reference, 7 vol. 3 copies.
Traill, H. D., Social England, 6 vol., 2 copies.
Wilson, Woodrow, History of the American People, 5 vol., 2 copies.

Library of the Surgeon General's Office, Washington, D. C.
Nervous and Mental Disease Monograph Series, Nos. 2 and 3.
Studies in Paranoia, Gierlich and Friedmann.
Psychology of Dementia Praecox, Jung.

Little, Brown & Co., 34 Beacon St., Boston, Mass.
American Journal of Sociology, complete set.
American Journal of Political Economy, complete set.
Eliot, Five Foot Bookshelf.

Login Brothers, 1911 W. Harrison St., Chicago, Ill.
Spalteholtz, 3 vol., Anatomy.
Annals of Surgery, vol. 7 to 17.
Surgery, Gynecology and Obstetrics, set or odd vol.
Dealers send list of medical books.

Louisville Free Public Library, Louisville, Ky.
Biblical World, July, 1914.
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Lowdermilk & Co., Washington, D. C.
Harland, Common Sense in Household.
Bouvier, Law Dictionary, 1st, 2d, 3rd and 4th eds.
Kinglake, History of Invasion of the Crimea.
Margaret and Her Bridesmaids.
Sharswood, Legal Ethics.

The Lutheran Publication Society, 150 Nassau St., New York.
John in Bible (Speakers) Commentary, 2d hand.
Deane on Abraham.
Revelation on Isaac and Jacob, 2d hand.
Hannay, J. O., Wisdom of the Desert.
Luther on Gallatians.

A. C. McClurg & Co., 218-224 South Wabash Ave., Chicago, Ill.
Brinton, Aboriginial American Literature, as follows: vol. 3, Native Drama; vol. 7, Nahuatl Poetry; vol. 8, Rig Veda Americana-Hymns.
Dollinger, Gentile and the Jew, 2 vols.
Thornton's Reply to Oliver's Puritan Commonwealth.
Oliver, Puritan Commonwealth.

Joseph McDonough Co., 98 State St., Albany, N. Y.
Mr. Scraggs, Henry Wallace Phillips.
Beauchamp's The Iroquois Trail.
Lyell's Visit to the United States, 1842-3.

James Madison, 1493 Broadway, New York.
Old San Francisco Weeklies.
Old Variety and Minstrel Play-bills.
New York Clipper, before 1870.
New York Dramatic Mirror, before 1890.
Old Comic Periodicals.

Henry Malkan, 42 Broadway, New York.
Hayes, Points of the Horse.
Hayes, Veterinary Notes for Horse Owners.
American Chemical Journal, vols. 4, 5, 6.
Wickersham's Education in Pennsylvania.
Milne's Life, Letters and Works of Keats, 1st ed.
Life and Letters of Shelley, by his wife.
Memorials of Gilpin Family.
Schuyler, Peter the Great.
Popular Gardening, bound vols. and single.
Wilson's Life of Washington, 1st ed., uncut.
Swinnerton's Life of Stevenson.

Nettie Martin, Trappe, Talbot Co., Md.
Latine Reddenda, trans. of The Beginner's Latin, by Collar & Damell.

Martin & Allardyce, Asbury Park, N. J. [Cash.]
Descendants of Hugh Clarke, 1866.
Bulkeley Genealogy, 1875.
Genealogies of all families.

The Methodist Book Concern, 1018-24 Wabash Ave., Chicago, Ill.
Religions of Authority and Religion of the Spirit, Sabatier; Doubleday, Page & Co.

The Methodist Book Concern, 21 Adams Ave. East, Detroit, Mich.
Beyond the Stars, McCullagh.

The Methodist Book Concern, 150 5th Ave., New York.

Forty Years an Advertising Agent, George P. Rowell.
George M. Millard, 1651 Huntington Drive, South Pasadena, Cal.

Harte, The Lost Galleon, San Francisco, 1867.
Harte, Thankful Blossom, Boston, 1877.
Harte, Twins of Table Mountain, Boston, 1879.
Harte, Flip and Blazing Star, Boston, 1882.
Harte, On the Frontier, Boston, 1884.

The Morris Book Shop, 71 East Adams St., Chicago.
Blay Book of Metals.
Strachey, Memoirs of a Contemporary.
Burnet's History of His Own Times.
Rowell, Forty Years Advertising.

Noah Farnham Morrison 314-318 W. Jersey St., Elizabeth, N. J.

Poor's Manual, 1880.
Life of Goethe, Herman Grimm, 1880.

The H. C. Murray Co., 699 Main St., Willimantic, Conn.

George Meredith's Works, complete.

N. Y. Medical Book Co., 45 East 42d St., New York.
C. Geo. Crowley, Dental Bibliography, Phila., 1885.

John J. Newbegin, 315 Sutter St., San Francisco, Cal.

Lockwood, Colonial Furniture.
Fairbairns Book of Crests.
Rezanov, Gertrude Atherton.
The Arena for March, 1901.
Iles & Sturgis, Bibliography of the Five Arts.

The Norman, Remington Co., 308 North Charles St., Baltimore, Md.

Templeton, Darby O'Gill and the Good People.
Seeman, Nuremberg, vol. 3, Famous Art Cities; Scrib.
Henry Morley, English Writers, 5 vols.
About, King of the Mountains.
Ateridge, Napoleon's Brothers.
McDougal, Body and Mind.

The Old Corner Book Store, Inc., 27-29 Bromfield St., Boston, Mass.

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Chamberlayne's Virginia Bristol Parish Vestry Book and Register.

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Old Corner Book Store, Springfield, Mass.

Bown Town Records, vols. 1 to 24 inc., and vols. 30, 34.
New Haven Colony Hist'l Soc'y, vols. 1 and 2.
Vermont Historical Gazetteer, vol. 3.

Osborne's Book Store, 923-925 State St., Santa Barbara, Cal.

The Life and Times of Thomas Jefferson, Appleton.
American Year Book, 1911 and 1912, Appleton.

C. C. Parker, 220 South Broadway, Los Angeles, Cal.

American Sharptooth, juvenile, as new.
History of Grundy County, Mo.
Lucy Mastermans Poems.
John Harvey; Kerr, Chicago.
Lock and Key; Dillingham.
Roman Catholic and Protestant Bibles Compared,
Gould prize essays.

D. L. Passavant, Zellenople, Pa.

Royall, Anne, Pa., Travels, set, or vol. 2.
Egle, Pa. Historical Register, 2 vols, 1883-4.
Balch, Papers on Provincial Pa.
Shippin or Cort's Life Boquet, with portrait.
Poems in Scotch Dialect, Wash., Pa., 1901.

The Perine Book Company, 1413 University Ave., Minneapolis, Minn.

Poland, Skingraphic Atlas, showing the development
of the bones of the wrist and hand; pub. 1898.
Symington, Topographical Anatomy of the Child,
1888 or 1886.

Philadelphia Book Co., 17 South 9th St., Philadelphia, Pa.

Templeton's Millwright and Engineer's Pocket Com-
panion, issued before 1839.

W. A. Phillips, 855 West Ave., Buffalo, N. Y.

A Modern Priestess of Isis, Solovyoff.
Diegesis, R. Taylor.
Spirit-Teachings, S. Moses.
Sears of the Ages, Peebles.
Demonology, Peebles.

Pierce & Zahn Book Co., 1531 Arapahoe St., Denver, Colo.

Valuable Formulas, Adolph Kramer.
Foreign Cage Birds, C. W. Gedney.
History San Domingo, DeB. R. Keim.
Consular Reports, Grant's Administration, Keim.

The Pilgrim Press, 19 West Jackson St., Chicago, Ill.

Biblical Encyclopedia pub. by Barton; mention price
and condition.
Holtzman, Life of Jesus, good 2d hand copy.
Schurer, History of Jewish People in the Times of
Jesus, 2 vols, good 2d hand.

Charles H. Platz, 236 Delaware Ave., Albany, N. Y.

Prince, Treatise on the Vine, Phila., 1830. (?)
Downing, Fruit Trees of America.

Pownier's Book Store, 33-37 N. Clark Street, Chicago, Ill.

Seiss, Miracle in Stone, 2 copies.
Smythe, Our Inheritance in the Great Pyramid.
Chap Books (Stone and K.), vol. 1, Nos. 2, 3, 4;
vol. 2, nos. 1 and 4.

Presbyterian Board of Publication and Sabbath School Work, Chicago, Ill.

Patterson on the Catechism.
Ezekiel, Expositor's Bible, orig. Armstrong ed.

Presbyterian Board of Publication and Sabbath School Work, St. Louis, Mo.

Mines Explored by Nicholson.
Night Scenes of the Bible, March.
Young's Concordance, 2d hand.
Annotations on Popular Hymns, Robinson.
Life Fairy Stories, Mitchell; Stokes.

Presbyterian Book Store, Federal St. and Duquesne Way, Pittsburgh, Pa.

Spirit of the Mountains, E. B. Miles, 1905; James
Pott & Company.
Parker's Peoples Bible, 2d hand set.
Palace of the King, and other Poems, Randolph.

Preston & Rounds Company, 98 Westminster St., Providence, R. I.

Practical Electro Plating of Jewelry, Martin Brunor.
Philosophy of Evil, G. B. Zieber Co., Philadelphia,
1845.

G. P. Putnam's Sons, 2 West 45th St., New York.

Brandes, Impressions of Russia.
Scribner's Magazine, Feb., 1913.
Shadow of John Wallace.
Hancock, Kano Jiu Jitsu.
Buxton, Life in the Far West.
Mutineers of the "Bounty."
Cobb, Story of the Palatines.
Jones, The Alhambra, set, or vol. 2, only.
Sand, Countess Rudolstadt.
Bancroft, History of United States, vol. 10.
Austin, Stumps.
Ebbard, Hygiene and Self-Cure.
Munro, Modes of Ancient Greek Music.
Ketchum, Christmas Carillons.
Parola, New Cook Book and Marketing Guide, 1880.
Jülicher, Introduction to the New Testament.

R. W. Quigley, 84 Centre Ave. South, Rockville Centre, L. I.

Power of Will.
Thayer's Preliminary Treatise Evidence.
McKelvey on Evidence.
Ashley, Text on Contracts.
Erwin, Summary of Torts.

The Rare Book Shop, 813 Seventeenth St., Washington, D. C.

Carson, Hist. of the Supreme Court.
Lee of Virginia; a family history.
Cushing, Address before Va. Hist. Soc.
Hardy's Works, complete set.
Rice Genealogy.
White, Charlemont as a plantation.
Dickens, David Copperfield, illus. in color by Reynolds.
Brick Churches of Maryland.
Old Irish History by Greene, Gill & Co., Dublin.

G. F. Reifsneidu, 109 E. 59th St., New York.

Supplemental Instruction Paper on Practical Illustrat-
ing; I. C. S. Illustration Course.

Fleming H. Revell Company, 125 N. Wabash Ave., Chicago, Ill.

Roman Catholic and American Revised Bibles Com-
pared.
Harold M. Roberts, 518 So. Hill St., Los Angeles, Cal.
Biblical Encyclopedia, 5 vols., George M. Adams,
D.D., and James C. Gray.

A. M. Robertson, 222 Stockton St., San Francisco, Cal.

Tribes of California, Powers.
Little Lady of Lagunitas, Savage.
Casa Grande, Stuart.
Procession of Life, Vachell.
Venegas, National and Civil History of California,
2 vols, Madrid, 1758.
Voyage of Discovery to the North Pacific, Vancouver.

E. R. Robinson, 410 River St., Troy, N. Y.

Small, G. C., Free-Masonry Exposed (humorous),
"Bricktop."
Ruffner, H., Ruffner Pamphlet.
Bull, J. W., Heroes of the Plains.
Aesop's Fables, Methuen.
Ainslee, Katharine, Poor Amelia Jane, juvenile.
Jones, S. A., Grounds of a Homeopathic Faith, 1st ed.
Frazier, Mrs. Hugh, In the Shadow of the Lord.
Garland, H., Hesper.
de St., Brus, Origin of the name of America, N. Y.,
1888.
Savage's Genealogical Dictionary, odd vols.
Pope, Pioneers of Massachusetts.
N. Y. Dutch Church Marriages and Baptisms, pub.
N. Y., Gen. and Biog. Soc.
Brandes, G., Impressions of Russia.
Brandes, G., Ibsen.
Gogot, Dead Souls.
Parallax, Zetetic Astronomy.
Theoretical Astronomy, "Common Sense."
Zaza, (from the play.)
St. Nicholas Magazine, 1875 to 1880 inclusive and
1887 and 1888.

Robson & Adey, Schenectady, N. Y.

England Within and Without, White.
Rule and Mis-Rule of England in America.
Two Hundredth Centennial of the Dutch Reformed
Church of Schenectady, N. Y.
Rifle Rangers, Capt. Mayne Reid, old ed. in good cond.
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Life Mme. de Stael, Stevens, 2 vols., Harper.
The American Egypt, D.P. & Co.
Lawn Tennis, Dougherty.

J. Rosenbaum, 15 Bible House, New York.
Book of Knowledge, set.
Cambridge Modern History, set or single vols.

T. C. Russell, 1734 19th Ave., San Francisco, Cal.
Clark's Lights and Shadows, Boston, 1848.
Swasey's Early Days and Men, Oakland, 1891.
Cox's Squibs of California, any cond.
Dust and Foam, Travels, N. Y., 1859.
Cutt's Conquest, Phila, 1847.

Schulte's Book Store, 132 E. 23d St., New York.
Bockh Corpus Inscriptorum Graecorum, 4 vols.
Merry and Riddell.
Odyssey Books, 13 to 24, Clarendon Press.
Carpenter, Toward Democracy, English ed. only.

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Charles Scribner's Sons, Fifth Ave. at 48th St., New York.

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Borrows, Isobel Berners.
Ball, Things Chinese.

Seattle Public Library, Seattle, Washington.
Baker, Lely and the Stuart Portrait Painters.
Brinton, The Renaissance; Its Art and Life, Florence, 1450-1550.
Field, Essay Toward an Indian Bibliography.
Kuhnert, Animal Portraiture.
Macquoid, History of English Furniture.
Menpes, Gainsborough by Martin Menpes, text by James Greig.
Salaman, French Color Prints of the 18th Century.
Smith, A History of Fine Art in India and Ceylon from the Earliest Times to the Present Day.

Shepard Book Co., 408 S. State St., Salt Lake City, Utah.

Bandelier's Gilded Man.
Bandelier's Mirth Maker.
Other books by Bandelier.
Early Spanish Explorations in America.
Books Prices Current, vols. 24, 25, 26, 27, 28.
Book Auction Records, any vol.

The Sherwood Company, 19 John St., New York.
Oriental Rugs, Mumford.
Whittemore, Past and Present of Steam Navigation on Long Island Sound.

Wm. H. Smith, Jr., Coleburn Bldg., Norwalk, Conn.
Pioneers in Settlement of America, Ill. ed.
Life and Adven. of Joshua Penney, N. Y., 1815.
Autobiography, Peter Cartwright.
Fiske, Old Va. and Her Neighbors, 2 vol. illus.
Letters of Theophilus Brown, 1898.
Little Classics, Nature, 1880.

Smith & McCance, 2 Park St., Boston, Mass.
Baker-Eddy, Science and Health, 1875-1885 any.
Baker-Eddy, Science of Man, 1876-79-81.
Christian Science Journals, 1883-1890, odd nos. or vols.
Shields, Wit of the Irish Bar.
Life and Remains of E. H. Clough.

Smythe's, Neil House Block, Columbus, O.
Morals and Philosophy of the Scottish Rites.
Hocus Pocus.
Depew's Orations.

Soldier Joe's Book Shop, 714 No. Broadway, St. Louis, Mo.

White Head Cook Book.
Haddock, Power of Will.
Books on Brick Making.
Last Message to a Lost World, books 1 and 2.
Popular Magazine, 1914, Feb. 15, June 1-15.
J. E. Wolf, Gold from Ophir.

Joseph Stark, 8015 S. Figueroa St., Los Angeles, Cal.
DeMolai, Grand Master of Templar Knights by Edmund Flagg. T. B. Peterson & Bros., Philadelphia, 1888.

F. C. Stechert Co., 29-35 W. 32d St., New York.
How to Use Concrete.
Ebers, Uarda.
Radebaugh, Boundary Dispute Between Illinois and Wisconsin.
Conklin, Life and Letters of Roscoe Conklin.
Bryan, The First Battle.
Mitchell, Popular Astronomy.
John Hunters Works, Palmers ed.
Stokes' Diseases of the Heart.

G. E. Stechert & Co., 151-155 W. 25th St., New York.
Journal of Philosophy, Psychology and Scien. Methods, vols. 1-6.
Dante Inferno, trans. Butler; Macmillan.
McMaster, Rights of Man in America, 5 copies.
Journal Amer. Pharmaceutical Ass'n, 1912.
Book of Knowledge, 20 vols.
Biological Bulletin, vols. 1-2.
Proc. Acad. Natural Sciences, Phila, vols. 1-5.
Intern. Law Situations, with notes, 1912-1913, Wash.

E. Steiger & Co., 49 Murray St., New York. [Cash.]
Dana, Coral and Coral Islands.

B. F. Stevens & Brown, 4 Trafalgar Square, London, W. C., Eng.
Allan, Campaign of Stonewall Jackson in Shenandoah Valley, 1880.

W. K. Stewart Company, Indianapolis, Ind.
Drahm, The Criminal Boies, Prisoners and Paupers.
Ray's Practical Arithmetic, old ed., 2 copies.
Scheffel, The Trumpeter.
Davies, Preparation and Mounting of Microscopic Objects.
Boies, The Science of Penology.

Stewart & Kidd Co., Cincinnati, O.
Donnelly, Ragnarok.
Henshall, Camping and Cruising in Florida.
McCarthy, Short History of United States.
Goodhue, Beneath Hawaiian Palms.
Hassaurek, Four Years Among Spanish Americans.
Haskins, Emerson and His Maternal Ancestors.

Gustav J. Stoeckel, 137 Superior Arcade, Cleveland, O.
Old English Bible, late 16th or early 17th century.
Books of poetry by Thomas Holley Chivers, M.D.
Burton's "Anatomy of Melancholy," early edition.
Francis Thompson, 1st English editions.

H. Stone, 136 4th Ave., New York.
George Moore, Memoirs of My Dead Life, London, 1906.
Kate Greenaway's Diary or Almanac for 1847.
Stratford & Green, 642-644 S. Main St., Los Angeles, Cal.

Eric the Archer, Maurice Hervey.
Elihu Berrett, the learned blacksmith; anything.
Webster's Blue Back Speller.
Science and Health, Mary Baker Eddy, flexible lea.
Hecor, Alma Tadema.
Love's Martyr.
The Martyrdom of Madeline, Robert Buchanan.
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The Lost Manuscript, Freytag.
Don Juan, Ingelow.
Sarah Berenger.
Less Black Than We Are Painted, James Payn.
Blonded Parua.
Through the Needle's Eye, Stretton.
The Eustice Diamonds, Trollope.
John Brent, by Winthrop.
Her Two Husbands, Zola.

S'rawbridge & Clothier, Market, Eighth and Filbert Sts., Philadelphia, Pa.

Population and Social System, Nitti, Scribner.

Emil H. Stück, 312 Washington Ave., Scranton, Pa.
Emil Braun, Baker Books (for bakers), 2 vols.

The Theosophical Publishing Co. of New York, 25 W. 45th St., New York.

The Morrow of Death, Louis Figuer, trans. by S. R. Crocker.
More Worlds Than One, Brewster.
Stories of Infinity, Flammarion.

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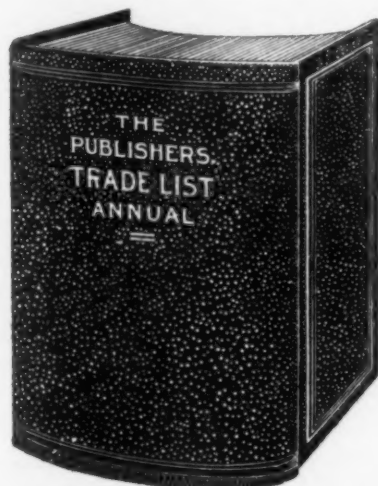
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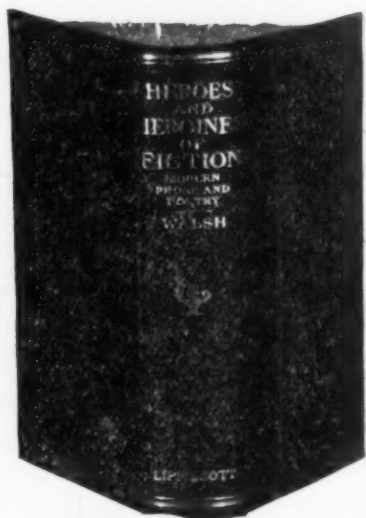
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